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Ex-U.S. Agent Held In New Spy Case; Yurchenko Tip Cited

The Associated Press
WASHINGTON — The Federal Bureau of Investigation arrested a former National Security Agency communications specialist Monday on charges of conspiring to sell secrets to the Soviet Union. The arrest followed an investigation that sources said was triggered by

Among U.S. allies, spying is not unusual, although use of a clandestine agent is, Page 4.

Vitaly S. Yurchenko, the former Soviet defector who returned to the Soviet Union.

Ronald William Pelton, 44, a boat salesman, was arrested early Monday morning at a hotel in Annapolis, Maryland, an FBI spokesman said. He became the fourth person arrested on espionage-related charges in the last five days.

Officials said they could not recall a time in which so many persons had been arrested for spying in such a short period. The New York Times reported from Washington on Monday that a federal law enforcement official would not rule out other imminent arrests and refused to say why the arrests had occurred so closely together.

The FBI said Mr. Pelton had worked from 1965 to 1979 for the security agency, which monitors and intercepts sensitive communications around the world, and had top secret clearance with special access to signals intelligence.

According to a federal court document filed Monday, Mr. Pelton admitted to FBI agents that he has sold extremely sensitive classified information about U.S. intelligence activities to the Soviet Union.

The FBI affidavit said Mr. Pelton told the bureau in an interview Sunday that he met with a KGB officer, Anatoli Slavov, on several occasions from January 1980 through January 1983 and accepted cash payments on several occasions, including a \$15,000 payoff as a result of a trip to Vienna in January 1983.

Fred Warren Bennett, Mr. Pelton's court-appointed attorney, said his client's statement to the authorities should not be characterized as a confession.

The court documents indicate that Mr. Pelton did not start delivering secrets to the Russians until after he left the agency, and that the Russians received only dated information learned during Mr. Pelton's government service.

Federal sources, who declined to be named, said Mr. Pelton was the second former U.S. intelligence officer implicated in spying for the Soviet Union by Mr. Yurchenko, the top-level KGB agent who defected to the West on Aug. 1 and returned to the Soviet Union three months later.

The sources said both Mr. Pelton and the other man implicated by Mr. Yurchenko, Edward L. Howard, 34, who has fled to Finland, had been dismissed from their intelligence jobs well before they were implicated, but for reasons unrelated to the spying allegations now lodged against them.

Mr. Pelton had been investigated by the FBI for several months as a result of a description provided by Mr. Yurchenko, the sources said.

Others facing espionage charges are: Jonathan Jay Pollard, 31, a civilian analyst for the U.S. Navy, arrested outside the Israeli Embassy on Thursday and charged with selling classified military documents to Israel and Pakistan; Anne L. Henderson-Pollard, 25, Mr. Pollard's wife; and Larry Wu-Tai Chin, 63, a former CIA intelligence analyst, who was arrested Sunday and charged with selling U.S. secrets to China since 1957.

Meanwhile, a cousin of Ghana's military leader, Lieutenant Jerry J. Rawlings, has secretly pleaded guilty to spying on the United States and was swapped back to his homeland Monday in exchange for nearly 10 Ghanaians of interest to the United States, Justice Department officials said.

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The officials said that Michael A. Soussou, 39, was remanded to the custody of Ghana's ambassador to the United States, Eric Otoo, on the condition that Mr. Soussou leaves the United States soon.

Officials said that Mr. Soussou pleaded guilty at a closed hearing last week in U.S. District Court to two counts of espionage and was sentenced to 20 years in prison.

In return for his release, nearly 10 Ghanaians and their families were flown to another African nation.



Maltese soldiers carrying away the body of one of the victims of the EgyptAir hijacking.

60 Dead in Hijacking; One Terrorist Survives

By John Winn Miller

Valletta, Malta — A Maltese official said Monday that 60 persons were killed during the hijacking and storming of an EgyptAir jet, including nine children and four of five hijackers.

Paul Mifsud, the government spokesman, said that the wounded hijacker, whose name and nationality were unknown, had undergone surgery and was in serious condition but his life was not in danger.

Mr. Mifsud said that the hijacker had been identified by Hani Galal, the captain of the Boeing 737. The spokesman said he had not been determined if the man would be tried in Malta or extradited to Egypt.

While the plane was on the ground at Valletta on Sunday, the hijackers made no demands other than refueling the craft for takeoff to an unspecified destination.

Mr. Mifsud also said that the Maltese government had received a message from President Ronald Reagan "in which he expressed his thanks for the firm stand taken by the Maltese government."

Britain said Monday that it admired the "strong stand taken by Malta and Egypt against terrorism."

King Hussein of Jordan and President Saddam Hussein of Iraq also declared their support for Egypt's "brave" decision, the Middle East News Agency said Monday.

A senior Israeli official supported the assault, Reuters reported from Jerusalem. The official, who asked not to be named, said: "We grieve for the victims of terror. A lot of innocent people were killed. But we understand Egypt's decision to fight terror."

An American woman appeared to have been the only fatality among the passengers before the plane was stormed Sunday night. The State Department has identified her as Scarlett Marie Rogenkamp, a civilian U.S. Air Force employee stationed in Greece. She was shot to death while the plane was on the ground at Valletta on Sunday.

A Filipino man identified as Suman Pablo died of injuries sustained in the shoot-out between Egyptian commandos and hijackers.

The other 58 victims, whose bodies were found aboard the plane, apparently died from wounds during the storming of the aircraft or in the fire that broke out after the hijackers detonated grenades when the Egyptians launched the assault. The dead children included eight Palestinians and a Canadian.

Mr. Mifsud said that the American woman was the only one killed before the rescue attempt but that other people were shot and thrown from the plane. The captain had reported seven fatalities among the passengers before the assault, believing that all of those shot aboard the plane had been killed.

Five persons were wounded aboard the plane by hijackers pressing demands for fuel and an Egyptian security guard was injured in a gunbattle with one of the hijackers.

Mr. Mifsud said that 27 persons, including the surviving hijacker, remained in hospitals. Eleven passengers were released uninjured on Sunday.

He said that when the flight was hijacked, shortly after it took off from Athens, there were 98 persons aboard, including six crew members.

Mr. Mifsud said that the government was "deeply sorrowed" by the bloodshed of the final assault but that the government believed it had no choice but to authorize the assault by the Egyptians.

"It is important that we never give in to terrorists," he said.

About 25 Egyptian commandos were involved in the raid and returned to Egypt Monday.

In 1976, Egyptian commandos stormed a hijacked Egyptian airliner in Egypt and saved all the passengers.

A year later, a special forces unit flew to Larnaca, Cyprus, where Palestinian guerrillas took over a Cypriot airliner after shooting an Egyptian journalist, Youssef Sebail.

That operation also ended in tragedy. Amid confusion over whether the Cypriot authorities had given them permission to land, 15 Egyptians were killed in a gunbattle with Cypriot troops.

U.S. Firm in Support
The United States reaffirmed Monday its support of the assault despite the death toll that resulted, Reuters reported from Washington.

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"Rescue operations like the one undertaken in Malta are risky affairs undertaken only in extreme circumstances," said Charles Redman, a State Department spokesman.

Washington stood by its Sunday night statement that it supported the "difficult decision" to storm the plane even though it was saddened by the loss of life, he said.

Egypt Says Assault Was Needed, Hints At Libya Link

By John Kifer

CAIRO — Egypt asserted Monday that its commando assault on a hijacked airliner was carried out successfully and according to plan.

President Hosni Mubarak and other officials also sought to cast blame on Libya although they carefully avoided mentioning that country by name.

During the hijacking and subsequent rescue effort, 60 persons lost their lives.

The men who carried out the operation, a government statement said, belong to a Palestinian group which split from the Palestine Liberation Organization and works for an Arab nation well known for its practices of terrorism and which gives refuge to terrorists.

Mr. Mubarak struck a similar note in remarks in which he expressed sorrow and regret at the death of innocent victims "at the hands of cowardly terrorists," and added:

"I regret the involvement of certain Arab countries in criminal practices which result in nothing but damage and destruction."

Some Egyptian officials were privately letting it be known that the references were to the so-called Abu Nidal Palestinian faction, an enemy of Yasser Arafat, the mainstream Palestinian leader.

Abu Nidal, who has mounted terrorist attacks against Palestinian moderates, Israelis and other Arabs, has lately been reported to be operating from Libya.

The official government statement issued late Monday afternoon, although it did not mention the number of casualties, failed to conceal fully the sense of shock gradually dawning in Cairo at the extent of the carnage.

The handling of the hijacking of an Egyptian airliner to Malta could prove another embarrassment to Mr. Mubarak, and the government moved gingerly through the day Monday to limit potential damage.

After the raid occurred Sunday night, state television broke into its broadcast at 11 P.M. to report: "An Egyptian commando unit stormed the hijacked EgyptAir plane in Valletta airport and managed to rescue the hostages and no losses were sustained by the Egyptian forces."

Witness Tells of Wild Shooting Around Jet

United Press International

LONDON — Egyptian commandos fired indiscriminately and hit several fleeing passengers when they stormed an EgyptAir jet on a runway at Malta, an Australian who sat next to one of the hijackers said Monday.

"The Egyptian commandos were shooting up everything that moved on the runway outside," said Anthony Lyons, an electronics marketing man now living in England, in a British radio interview. "A lot of the shooting that went on was from the Egyptian commandos."

Mr. Lyons' account could not be confirmed immediately by other passengers.

The firefight, punctuated by grenade blasts set off by the hijackers, lasted 10 minutes and left 58 persons dead in addition to an American woman murdered earlier. Another passenger died in a hospital.

Denying allegations that Egyptian troops fired indiscriminately, the Cairo newspaper al-Ahram said in Tuesday editions that the Egyptians fired only seven bullets that hit two out of three hijackers.

Three bullets hit the first hijacker, who then attempted to shoot the plane's pilot, Captain Hani Galal. The pilot, however, hit him with an ax, the newspaper said.

The four other bullets hit the second hijacker, the paper said. At the same time, a third hijacker exploded a grenade.

The grenade started a fire in the rear of the plane, killing that hijacker and 26 passengers who were trapped in that section by flames and smoke, the newspaper said.

It said that Maltese firefighters failed to extinguish the blaze because they used water hoses that were ineffective. The paper said

that chemical and foam extinguishers were lacking.

Meanwhile, Captain Galal said in Valletta, Malta, that he supported the Egyptian decision to storm the plane.

Captain Galal said he would not hesitate to endorse similar tactics against hijackers under the same circumstances. "We have to stop this nonsense," he said.

Mr. Lyons, 36, was being treated in a Maltese hospital for smoke inhalation and shock.

"Grenades went off within the aircraft and set fire to the inside of the aircraft," he said. "There was a lot of shooting, bullets flying everywhere. You couldn't see, you couldn't breathe."

Mr. Lyons said he was in the fifth row of the plane and stayed low "until I couldn't breathe anymore... and I couldn't see. I went into the aisle and fell out the door."

"There were many people there who had been shot and were lying at the bottom," he said. "There were many people still shooting guns off all over the airport."

"Anyone coming out of the airplane was lucky not to be shot," he said. "They were firing pretty indiscriminately. They didn't know if we were terrorists."

Mr. Lyons said the hijackers were "well-dressed in suits and ties" and that he happened to be seated next to one of them when the plane took off Saturday from Athens.

The Egypt-bound Boeing 737 was hijacked about a half hour later and forced to go to Malta, where the commandos ended the takeover about 24 hours later.

Once on the ground, Mr. Lyons said, the hijackers were "well-dressed in suits and ties" and that he happened to be seated next to one of them when the plane took off Saturday from Athens.



Captain Hani Galal, pilot of the hijacked EgyptAir jet, indicating Monday the bullet wound in his bandaged head.



King Hassan II Is Willing To Meet Peres

Compiled by Our Staff From Dispatches

RABAT, Morocco — King Hassan II said Monday that he was willing to meet Prime Minister Shimon Peres of Israel if Mr. Peres had a serious Middle East peace plan to discuss.

"Mr. Shimon Peres has let me know that he would like to come and see me," Hassan said in an interview with French radio journalists.

"So I told him, 'With the greatest pleasure, but you and I are forbidden to do tourism. If you have something serious, come and see me,'" the Moroccan leader said.

An aide to Mr. Peres said Monday night in Tel Aviv that the prime minister was willing to meet the king.

The king's interview with Radio France International was published by the official Moroccan agency MAP in advance of his visit to Paris on Wednesday. Hassan is to meet with President Francois Mitterrand.

Hassan said that Morocco intended to buy 24 French Mirage 2000 jets, although the financial package still had to be discussed.

The king, who was chairman of the most recent Arab League summit meeting in Casablanca in August, said that Egypt's return to the organization could only be approved at a league summit meeting. But he said that Egypt could be readmitted without preconditions.

Egypt was suspended from the Arab League following its separate peace treaty with Israel in 1979.

A Heart Patient's Costly Bargain for Time



A friend helped William J. Schroeder wave from his front porch during a visit in August to his Indiana home. On Mr. Schroeder's lap was a pump to drive his mechanical heart.

By Martha Barnerre

Washington Post Service

LOUISVILLE, Kentucky — A year ago, William J. Schroeder could feel his life slipping away as he fought for every breath. He exhausted him to sit up for someone to brush his teeth. His diseased heart, doctors said, could pump only a few more days.

But Mr. Schroeder, a father of six from Jasper, Indiana, wanted to reach some milestones: spending one more Christmas with the family, attending his son's spring wedding, and seeing the christening of a new grandchild.

After Dr. William C. DeVries replaced Mr. Schroeder's failing heart with a mechanical pump a year ago Monday at Humana Hospital-Audubon in Louisville, Mr. Schroeder did live through those events. Now 53 years old, he has survived longer than any other recipient, human or animal, of a Jarvik-7 heart.

But his bargain for time was costly. He has suffered a host of complications, including three strokes that permanently damaged his short-term memory and speech.

Now his family does not know whether he remembers witnessing those cherished occasions. Although he was the first artificial-heart patient to live outside a hospital, he was readmitted to the hospital Nov. 11. This was after his third stroke left him weak and mute, at times only dimly aware of his surroundings, Dr. DeVries said.

A year ago, Mr. Schroeder hoped that a permanent implant would

enable him to recover and go home. His wife, Margaret, remembers that "in the beginning, we kind of thought Bill would be better and we'd take him home to Jasper. He'd get better and that'd be it."

For 18 days after the operation, it seemed that Mr. Schroeder's dream was within grasp.

"It was like the difference between night and day. We had the 'old Dad' back again," said Mr. Schroeder's son Mel, 32. His father wisecracked his way through the initial recovery period, even asking his doctor for a beer.

But on Dec. 13, blood clots lodged in Mr. Schroeder's brain. Fever, weakness, anemia, seizures and two more strokes followed.

In January, he regained enough strength to walk again, but was felled by a lingering fever.

In April, Mr. Schroeder and his wife moved into an apartment across the street from Humana Hospital-Audubon. In a month, a second stroke left him lethargic and unable to speak for weeks.

INSIDE

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TOMORROW
An economic slump in Saudi Arabia is causing anxiety in the land of plenty. First of a five-part series.

New Zealand Rejects Early Release of Agents

The Associated Press

WELLINGTON, New Zealand — Prime Minister David Lange of New Zealand ruled out Monday an early release for two French agents serving 10-year jail terms for their involvement in the sabotage of the Rainbow Warrior, a Greenpeace protest ship.

"Will they be deported in the life of this government? The answer is no," Mr. Lange said.

Major Alain Mafart, 35, and Captain Dominique Prieur, 36, of France's external security service, were sentenced Friday on manslaughter charges. At the time, Defense Minister Paul Quilès of France said that his government was working to secure the agents' release.

A Greenpeace photographer, Fernando Pereira, was killed in the July 10 explosion, which prevented the Rainbow Warrior from leading a flotilla to protest nuclear tests by France at its Mururoa atoll.

Captain Prieur and Major Mafart are thought to have played supporting roles to the French agents who placed the mines that sank the ship.

Mr. Lange, in his first comment on Friday's sentencing, said he was concerned that France might use economic leverage to prompt the early release of the prisoners, who would become eligible for parole in about five years.

Mr. Lange said Monday that the refusal of the United States to discuss New Zealand's proposed legislative ban on nuclear warships meant that "the spirit of Geneva" applied more to the Soviet Union than to U.S. allies. United Press International reported from Wellington.

Mr. Lange said that U.S. officials had refused to meet with officials from a Foreign Ministry delegation that had planned to travel to Washington in early December to explain the anti-nuclear legislation.

France to Seek Release
Prime Minister Laurent Fabius of France said Monday that France would continue to seek the release of the two imprisoned agents, Reuters reported from Paris.

Mr. Fabius said in a television interview: "Now that judicial proceedings are over, we have entered a government-to-government phase, a political phase."

"Our aim is to allow our citizens to return to France," he added. "We will be examining the case. I do not think that this should necessarily be done with a lot of publicity."

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CLASSIFIED

In Sabah, Holding Onto Office Can Be as Hard as Winning It

By Barbara Crossette

New York Times Service

KOTA KINABALU, Malaysia — Joseph Pairin Kitingan is a man under siege.

For seven months, he has been trying to do his job of governing Sabah, on the northern tip of Borneo and one of Malaysia's wildest and remotest states. That would be challenge enough but that is not exactly his problem.

His real problem is this: Mr. Pairin, 45, a Christian and an ethnic Kadazan, was elected chief minister of Sabah in April in an upset victory over the candidates of two Moslem-led parties. The Kadazans are one of 16 indigenous ethnic groups in this ethnically diverse parliamentary democracy.

Since then, Mr. Pairin has been the target of what he says is legal and political harassment. The legal challenge includes an effort to overturn the election results.

The outcome of the struggle between Mr. Pairin and his adversaries is viewed widely as a test of how much diversity and dissent Prime Minister Mahathir bin Mohamad will be willing to tolerate.

The situation is particularly tenuous for Mr. Pairin because one of the parties challenging his leadership belongs to the coalition government led by Mr. Mahathir. The prime minister, Mr. Pairin says, apparently has done nothing to restrain his Sabah colleagues.

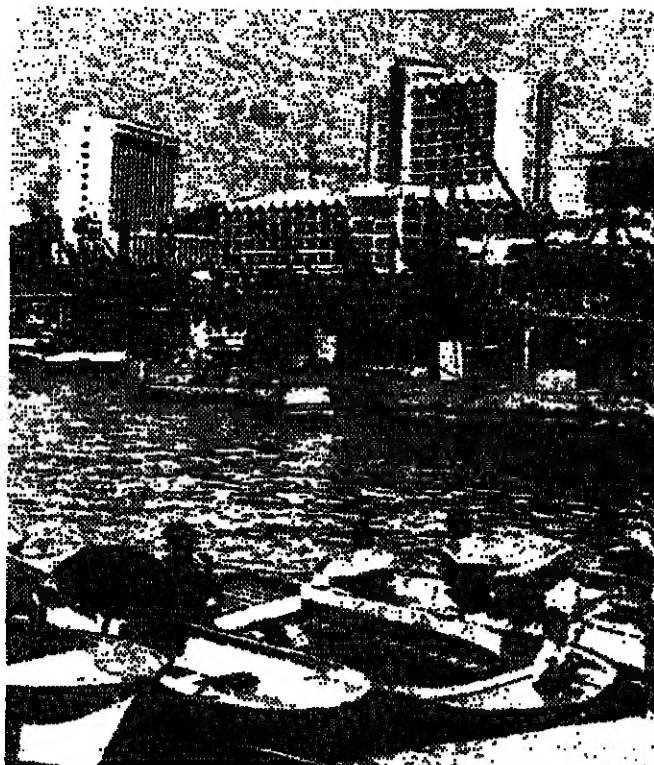
Mr. Pairin's maverick status is a political oddity in Malaysia, where the prime minister has been working hard to put Moslem Malays in full control of the government. Mr. Pairin leads the only state administration in opposition to Mr. Mahathir's National Front.



The harbor area of Kota Kinabalu, the capital of Sabah state in Malaysia, and the state's chief minister, Joseph Pairin Kitingan, who was elected in an upset victory last April.

Two-fifths of Malaysia's population are Malays, slightly less than two-fifths are of Chinese descent and the rest are of Indian and Pakistani descent, plus those belonging to the 16 ethnic groups. The country is expected to hold a national election within the next 16 months.

"The government could be doing more in expressing support for the elected government of this state," Mr. Pairin said. He added that he



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was thankful that at least the national government in Kuala Lumpur had appeared to accept the legitimacy of the April vote.

In Mr. Pairin's election victory, Sabah's Kadazan people—descendants of Borneo headhunters who form the state's ethnic majority—were joined by a large Chinese minority in turning out of office a minority Moslem state government

led by Mr. Mahathir's political ally, Harris Salleh.

Voters told reporters at the time that they had rejected the Harris government because the former chief minister had signed away 95 percent of Sabah's oil and gas wealth to the national government and run up a foreign debt of nearly \$1 billion on showy construction projects.

The disaffected Sabahans also said they feared that proselytizing by Islamic preachers was intended to undermine their own ethnic and religious identities.

The problems faced by Mr. Pairin began before the election results were announced.

In the middle of the night after polling day, Mr. Harris and his predecessor, Mustapha Harun, burst into the home of the state's ceremonial governor and forced him to swear in Mr. Mustapha as the state's chief minister. A lawyer for the governor, Adnan Robert, described the ordeal as "terrifying, humiliating and exhausting."

Mr. Pairin says it was also clearly improper. Under the parliamentary system inherited from Britain, the party leader commanding the most seats in the State Assembly should have the first chance at forming a government. Mr. Pairin had 26 seats, Mr. Mustapha had 16, and Mr. Harris had 6. Since then, Mr. Pairin's margin has widened.

Although Mr. Pairin was eventually sworn in as head of government, the case was not closed. Mr. Mustapha went to court to argue that his title had been usurped. The final hearings in that lawsuit are in progress.

But Mr. Mustapha and Mr. Harris did not stop with a legal challenge.

Last summer, Mr. Pairin, gaining converts to his party, moved close to a two-thirds majority in the State Assembly and began preparing amendments to the constitution to ensure, he said, that future transfers of power were "graciously and properly carried out."

His opposition countered by forcing a series of by-elections. In

three of them, the sitting Assembly members protested that their announced "resignations" were fraudulent. But the national election commission in Kuala Lumpur refused their appeals.

People of Sabah who backed Mr. Pairin and were euphoric last spring now seem stunned, saddened and angry.

The political consciousness of the Kadazans is only beginning to awaken with wider opportunities for travel and education. For many Sabahans, the election last April brought their first active involvement in politics.

What Kuala Lumpur may eventually maneuver Mr. Pairin into doing, politicians say, is to form a state coalition with one or both of the defeated Moslem-led parties. But this, a civil servant said, would certainly create problems for Mr. Pairin among his newly militant supporters.

"We don't want a coalition," an angry young business executive said. "We want the leader we elected."

Chinese Party Picks Leader

Tan Koon Swan has been elected president of Malaysia's largest Chinese political party, the Malaysian Chinese Association, Agence France-Presse reported Sunday from Kuala Lumpur.

Mr. Tan, 45, received 2,715 votes or 76.9 percent of ballots cast, to 809 for Neo Yee Pan. Mr. Neo had been the party's acting president for more than two years.

Mr. Tan's victory ended a 20-month struggle with Mr. Neo for control of the 400,000-member party, one of 11 in Mr. Mahathir's ruling coalition.

WORLD BRIEFS

China to Purge Party's Rural Branches

BEIJING (UPI) — China unveiled Monday a sweeping campaign to remove diehard Maoists and corrupt officials from rural branches of the Communist Party, the latest move in a drive to eliminate opposition to the free-market reforms of China's paramount leader, Deng Xiaoping.

A major policy statement distributed nationwide said that party members who had committed "serious mistakes" should be punished, and that "those who refuse to receive any education should be cleared out of the party organization."

The directive was published Monday on the front page of the People's Daily newspaper. It said that the latest stage of a two-year-old campaign against those resisting reform would cover more than 20 million party members in villages and townships. In two earlier stages, the campaign involved 20 million top- and middle-level party officials.

Murder Trial Ordered in Belushi Case

LOS ANGELES (UPI) — A judge ordered Cathy Evelyn Smith Monday to stand trial for second-degree murder in the death of the comedian John Belushi, who was found dead from an overdose of cocaine and heroin in a Hollywood hotel in 1982.

Judge James Nelson of the Los Angeles Municipal Court allowed Miss Smith, a former singer, to remain free on bail pending an arraignment Dec. 10 on the murder count and 13 counts of administering drugs.

Miss Smith's attorneys argued during a pre-trial hearing that she was only an errand runner who helped Mr. Belushi feed an insatiable drug habit.

U.K. Newspaper Printers End Strike

LONDON (Reuters) — Printers at Britain's second-largest selling daily newspaper, The Mirror, ended a strike Monday which had threatened to close the newspaper. The printers went on strike Sunday over planned job cuts.

The publisher, Robert Maxwell, who wants to cut staff and introduce new technology, had said all publications of his Mirror Newspapers Group would shut down unless the printers accepted plans to dismiss a third of his 6,000 workers.

After talks with management Monday, printers at the Mirror and its sister papers, the Sunday Mirror and the Sunday People, agreed to end the strike and Mr. Maxwell said he was "completely satisfied" with the outcome.

Spanish Rightists Win a Regional Vote

SANTIAGO DE COMPOSTELA, Spain (Reuters) — A rightist opposition party has won a regional election in northwestern Spain, but it failed to gain an absolute majority in the area parliament.

In the election Sunday for the autonomous parliament in the Galicia region, the rightist Popular Alliance won 41 percent of the vote, up from 31 percent in the last local election in 1981, to take 34 of the 71 seats.

The Socialists also made big gains from 1981, according to near-final results. They won 22 seats, polling 28 percent of the vote, up from 18 percent in 1981. Coalición Galega, a new conservative nationalist party, did better than had been expected, winning 13 percent of the vote.

U.S. Military Rejects 66 in AIDS Test

WASHINGTON (AP) — Sixty-six American youths were declared unfit for military service over the past month after tests determined that they had been exposed to AIDS, informed sources said Monday.

Under a Defense Department ruling, tests for acquired immune deficiency syndrome are compulsory for recruits. So far, 71,683 people have been tested under the regulation. A source who declined to be named said the number of recruits who had been exposed to AIDS was lower than health officials had predicted.

None of the recruits who showed a positive AIDS reaction had developed the disease, the source said.

Ruling Party Leads Honduran Voting

TEGUCIGALPA, Honduras (UPI) — The governing Liberal Party led by a slim margin Monday in an early count of votes in the presidential election, although an opposition candidate had the largest number of votes.

Honduras has two million registered voters. With 532,000 of Sunday's ballots tallied, the ruling Liberal Party had 51 percent of the vote. The National Party, with three contenders, followed with 45 percent. Under new Honduran election rules, the winner will be the top candidate in the party that receives the most votes.

If the Liberal Party continues to lead the balloting, its top candidate, José Azcona del Hoyo, would defeat Rafael Leonardo Callejas of the National Party. Mr. Azcona has polled 127,000 votes so far and Mr. Callejas has received 212,000.

Soweto Nurses Rehired After Ruling

JOHANNESBURG (Reuters) — A South African hospital reinstated Monday about 1,700 black student nurses and auxiliary workers who were dismissed after they protested over their pay and working conditions, their lawyer said.

The lawyer, Ismail Ayob, said the Baragwanath hospital, which serves Johannesburg's black Soweto township, allowed workers to return without loss of benefits after a Supreme Court judge ruled Monday that the dismissals were invalid.

In his ruling, Judge Richard Goldstone criticized the authorities' handling of the crisis, during which troops were called in to cook and clean at the 3,000-bed hospital. He said officials must ensure that nurses can air grievances.

Police reported more unrest Monday, with sporadic firebombings and stone-throwing in the Eastern Cape and in Soweto. No deaths or injuries were reported.

For the Record

King Hassan II of Morocco has pardoned approximately 600 prisoners to mark Monday's observance of the prophet Mohammed's birthday, a palace statement said.

Sirjit Singh Barnala, chief minister of the Indian state of Punjab and head of the main Sikh political party, the Akali Dal, won a vote of confidence Monday from party leaders in the state.

A Jewish man was stabbed in Jerusalem near the Church of the Holy Sepulchre on Monday — the fourth stabbing of a Jew in or near the Old City in two months, police said. A hospital spokesman said the man sustained moderate wounds on the head. (UPI)

Bogotá Declares Emergency

BOGOTÁ — President Belisario Betancur has declared a "state of social and economic emergency" in Colombia because of the volcanic eruption Nov. 13 that killed about 25,000 people and the occupation of the Palace of Justice a week earlier by guerrillas.

Mr. Betancur said a fund of \$18 million had been established to repair the large-scale damage caused by the volcanic eruption and by mud slides that it touched off.

In an apparent reference to widespread criticism that the government did not do enough to rescue victims of the eruption, Mr. Betancur said: "It's convenient to look for someone who's guilty. But this debate must stop. The most urgent thing we must do is to turn the work of salvation."

Ninety-seven persons, including 11 Supreme Court justices, died during the takeover of the Palace of Justice and in the attack on the building by Colombian troops. (AP, UPI)

Shultz Cites Soviet Hint Of Afghan Flexibility

By John M. Goshko

Washington Post Service

WASHINGTON — Secretary of State George P. Shultz has reiterated that Mikhail S. Gorbachev, the Soviet leader, gave hints at the Geneva summit talks of greater willingness to negotiate the withdrawal of Soviet forces from Afghanistan.

Appearing Sunday on a U.S. television interview program, Mr. Shultz also seemed to confirm that the Reagan administration favored resumption of covert aid to the anti-Marxist insurgents in Angola.

President Ronald Reagan said as much in an interview Saturday with editors and columnists, but his remarks were said to have caught officials by surprise because covert aid is rarely discussed in public.

[The White House spokesman, Larry Speakes, said Monday that Mr. Reagan had yet to decide on covert aid to the insurgents. The Associated Press reported from Washington.]

"[The president has not made final decisions on it," Mr. Speakes said, "but he was certainly expressing an opinion at the way he preferred to go with it."]

On Afghanistan, Mr. Shultz said that it was too early to say whether a political solution could be found to the six-year war. But he said that "at least to my ear" Mr. Gorbachev "had some interesting and a little bit different kinds of things to say."

The fighting has caused heavy casualties among the 115,000 Soviet troops who are engaged in an effort to quell the resistance by Afghan guerrillas.

Mr. Shultz reiterated the U.S. view that "the principal thing is addressing the problem of Soviet troops in Afghanistan and their withdrawal." He said: "I'd like to study it more carefully."

During the Geneva meetings, U.S. officials reported a broad hint of future Soviet accommodation on Afghanistan. They said this was one of the important substantive features of the talks between Mr. Gorbachev and Mr. Reagan.

The United States has supported UN-sponsored talks that have been trying to find grounds for a negotiated settlement involving the withdrawal of Soviet troops, the establishment of a neutralist government in Kabul and the return of thousands of Afghans who have fled to Pakistan.

In Angola, insurgents led by Jonas Savimbi have been fighting for years against the Marxist government supported by Cuba and the Soviet Union. The Reagan administration is known to believe that a covert aid program would be more effective in forcing the Angolan government to negotiate with the rebels.

But covert aid is a sensitive issue in Congress, which is considering legislation to permit overt assistance to the anti-Marxist forces.

Mr. Shultz did not explicitly confirm Mr. Reagan's remarks on the subject, but he answered "yes" when asked if the administration would ask Congress to vote against overt aid in Angola.

"First of all, we support the freedom fighting of Jonas Savimbi and UNITA," Mr. Shultz explained, referring to the rebel movement by its Portuguese acronym. "Second, we want to support their efforts in a way that's effective."

His third point was that if there can be a negotiated solution to the problems of Angola and if it can be linked to the difficulties in southern Africa generally, then "that's



George P. Shultz

the way to go." He concluded: "And we're trying to do that."

What, Mr. Shultz was asked, should Mr. Gorbachev think about Mr. Reagan's call just after the summit talks for secret U.S. help for insurgents battling a Soviet-backed regime.

Mr. Shultz replied: "He is supposed to think that the United States will support people who fight for freedom, and we will try to figure out how to support them in a way that will be effective. And I hope he has that message. And I'm sure he does."

On another matter, Mr. Shultz denied that the United States had made commitments to the Russians before or during the summit meeting that it would continue indefinitely to observe the provisions of the unratified 1979 strategic arms agreement known as SALT-2.

He said there had been no change from the policy enunciated by Mr. Reagan last June. At that time, the president said that the United States would continue to refrain from undercutting the treaty but would reserve the right to change that policy if it decided that the Russians were not complying with SALT-2 restraints or not bargaining in good faith at the Geneva arms-reduction talks.

Mr. Shultz was speaking on the NBC program "Meet the Press."

Envoy to See U.S. Officials On Hostages

The Associated Press

NEW YORK — Terry Waite, the special envoy of the archbishop of Canterbury who has been negotiating for the release of kidnapped U.S. citizens in Lebanon, arrived Monday in New York for talks with U.S. officials.

Mr. Waite is expected to stay in the United States for only a few days before returning to Lebanon. The White House spokesman, Larry Speakes, said Monday that Mr. Waite would meet with administration officials, but not with President Ronald Reagan.

Mr. Waite has said he also would meet with relatives of the hostages.

Mr. Waite has made two trips to Lebanon in an effort to free the Americans, four of whom wrote a letter to the Most Reverend Robert Runcie, the archbishop of Canterbury, seeking his intervention on their behalf.

Militiamen Defy Truce

Moslem militiamen manned newly erected barricades Monday in West Beirut, in defiance of a cease-fire imposed after battles that reportedly killed 65 persons and wounded up to 300 in five days of fighting, Reuters reported from Beirut.

Fighters of the Shiite Amal militia and the mainly Druze Progressive Socialist Party manned earthen barricades in several areas despite a warning from their leaders that they would be shot unless they withdrew from the streets.

Calm returned Sunday to most areas of the mainly Moslem western sector after the Amal leader, Nabih Berri, and the Druze chief, Walid Jumblatt, appeared together on television and warned gunmen that they would be shot if they stayed on the streets.

U.S. Announces a \$250,000 Reward For Accused Planner of Ship Hijacking

WASHINGTON — The U.S. State Department said Monday that it was posting a \$250,000 reward for information leading to the capture and conviction of Mohammed Abbas, who has been accused by the United States of being behind the hijacking of the Italian cruise ship Achille Lauro.

In announcing the reward, the State Department said it did not know Mr. Abbas's whereabouts, but that reports had placed him in Iraq and South Yemen.

Mr. Abbas, who was with the four hijackers aboard the EgyptAir plane intercepted last month by U.S. Navy aircraft and forced to land in Sicily, was permitted to leave Italy when he claimed diplo-

matic immunity. He was carrying an Iraqi diplomatic passport.

From Italy, he traveled to Yugoslavia. After that his trail disappeared.

Under terms of the reward, the U.S. government will pay up to \$250,000 "for information leading to the apprehension and effective prosecution and punishment" of Mr. Abbas or others not yet in custody in the Achille Lauro affair. An elderly American, Leon Klinghoffer, was killed during the hijacking.

Those with information on Mr. Abbas were told to contact the Diplomatic Security Service of the State Department in Washington, or the nearest U.S. embassy.

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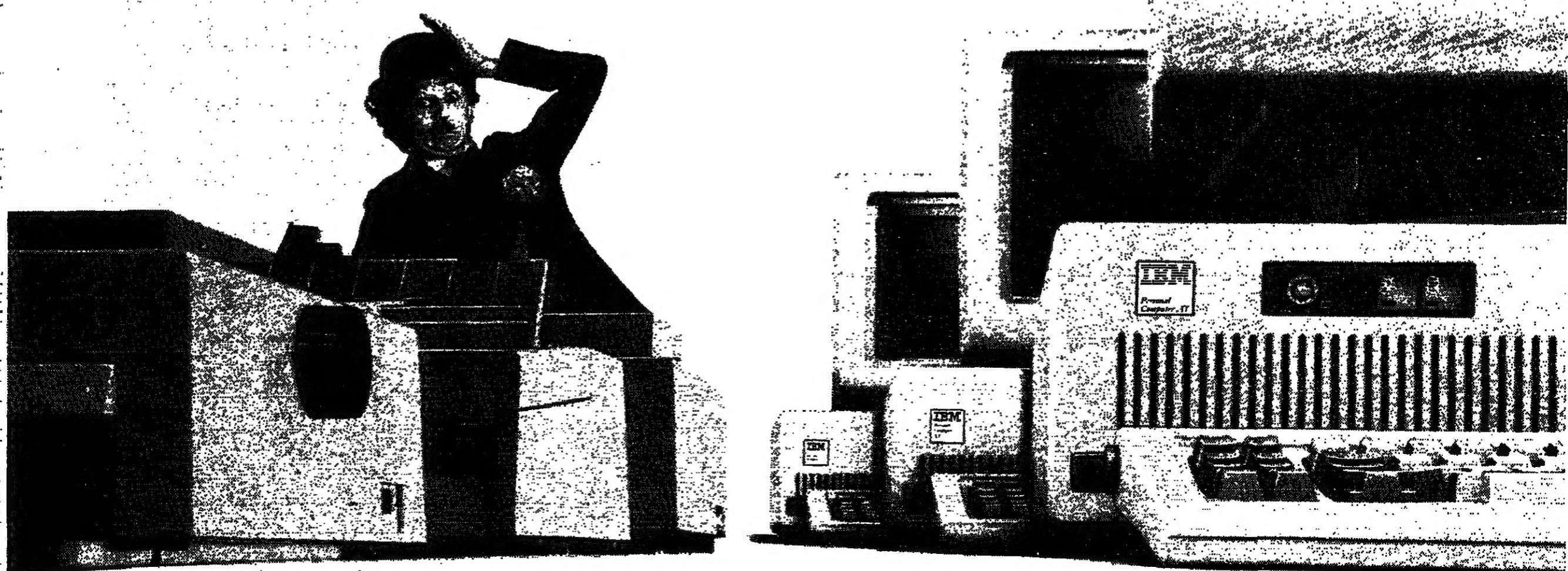
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Opposition In Manila to Pick Single Challenger

Agence France-Press
MANILA — The four leading members of the opposition have agreed that only one will challenge Ferdinand E. Marcos for the Philippine presidency, it was announced Monday.

Francisco Rodrigo, chairman of the National Unification Committee, which groups the major opposition parties, said that Salvador H. Laurel, Corason Aquino, Jovito Salonga and Eva Estrada Kalaw had all agreed to the plan.

Analysts have given the opposition a chance of winning the election if it puts up a united front. The balloting is tentatively set for Feb. 7.

Mr. Rodrigo said the four had not yet agreed on how a challenger would be selected.

Mr. Laurel heads the largest opposition bloc, the United Nationalist Democratic Organization. Mrs. Aquino is the widow of Benigno S. Aquino Jr., the opposition figure who was assassinated two years ago. Mr. Salonga and Mr. Kalaw head rival wings of the Liberal Party.

Mr. Laurel and Mrs. Aquino are considered the leading contenders. More than 27 million Filipinos will be eligible to vote in the election for the six-year presidential term, the Commission on Elections said.

The figure includes approximately 2.5 million youths who will be old enough to vote for a president for the first time. Mr. Marcos has been in office since 1965.

A Million Supporters

Supporters of Mrs. Aquino said Monday that they had collected more than a million signatures on a petition urging her to run. The Associated Press reported from Manila.

Mrs. Aquino, who has not formally announced her candidacy, had said she would consider a draft if her backers gathered the million signatures.

Dozens of Mrs. Aquino's followers chanted in the Manila headquarters of the petition drive when Joaquin Rocas, the movement's leader, wrote the figure 1,005,882 on a scorebook.

Mr. Rocas, referring to the petition effort, said, "I believe this is the first time this has ever happened in the Philippines."

Organizers said that about 3,000 volunteers spent five weeks gathering the signatures in churches, government and private offices, public markets, parks, public transportation vehicles and on the streets of Manila and the provinces.

European Nations Meet to Discuss Refugee Policies

Reuters
STOCKHOLM — The United Nations High Commissioner for Refugees, Poul Hartling, met senior officials from seven West European countries on Monday in conditions of strict secrecy to discuss the flood of political refugees into Europe.

Diplomatic sources said officials from Sweden, France, Britain, West Germany, Denmark, the Netherlands and Switzerland were taking part in the meeting, at which Mr. Hartling was expected to express concern about the emergence of restrictive immigration policies. "The meeting will explore the possibility of coordinating our approach to the growing numbers of people seeking asylum," one diplomat said.

UN officials in Geneva said the talks would center on the influx of refugees from areas such as the Middle East, and the widely differing rules applied by countries in deciding whether to grant asylum. "Restrictive tendencies have developed in Europe," one official said, "and there is little reason to expect this trend to reverse."

Immigration has become a highly sensitive issue in several of the states involved.

Sweden, which organized Monday's talks after a UN-sponsored meeting in Geneva in May failed to produce an agreement, has made it more difficult in the past year for refugees to enter.

TRAVELLERS REASSURED 'WATER IN BOMBAY SAFE TO DRINK'

Based on his long and intimate acquaintance with Bombay our foreign correspondent writes: "Of all the things that people drink in Bombay, water has never figured prominently."

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A supporter of Corason Aquino signed a petition urging Mrs. Aquino to run for president of the Philippines.

Courts Worldwide Are Lenient On Nuclear Theft, Study Finds

By Joanne Ormang

Washington Post Service

WASHINGTON — Courts worldwide have shown "astounding leniency" in sentencing criminals for the theft or smuggling of material used to make nuclear weapons, a leading expert on nuclear proliferation said Monday.

Leonard S. Spector, in his second annual report on world efforts to halt the spread of nuclear weapons, reported that seven cases prosecuted successfully in four countries last year involved Pakistan, which is "at the threshold of becoming a nuclear weapons state." But he said that the sentences levied totaled 15 months and the fines totaled only \$16,000.

Mr. Spector said the reason for the leniency was probably European and American desire to remain friendly with a nation opposed to the Soviet Union in a strategically important area.

He presented details of his report, entitled "The New Nuclear Nations," at a news conference.

Mr. Spector said evidence disclosed in the various trials indicated that contraband trade in "the nuclear underworld" involved mechanical devices for bombs rather than radioactive materials, and that governments rather than independent or terrorist groups were the main actors in "a constant attack on the system" of international safeguards.

"We're not up against a nuclear black market as such," he said. "Weapons and weapons material does not seem to be available. These are national governments working to establish networks."

South Asia shows "the greatest

increase in the danger of proliferation over the past year," Mr. Spector said, because of "very significant" advances made by Pakistan and continuing development of weapons capacity in India.

New large research and power reactors that opened last year brought India's capacity to a level 1,000 percent greater than it had been in 1974, when it first detonated a nuclear device, he said.

Mr. Spector said that last year's nuclear activity by China, which recently signed a nuclear trade agreement with the United States, was "a step in the right direction."

China's decision to observe International Atomic Energy Agency safeguards on its exports was "a big plus," he said.

The report said that Israel "probably added one or two Nagasaki-size atomic bombs to a pre-existing nuclear arsenal of 20 to 25 aircraft-deliverable weapons."

Israel never has acknowledged possessing nuclear weapons. It has taken the position that it would never be the first nation to introduce atomic weapons into the Middle East.

Mr. Spector said developments in Latin America were "a bright spot" because of new civilian governments' determination to slow nuclear proliferation.

He cited an offer from President Raul Alfonsin of Argentina for a mutual inspection agreement with Brazil as "a major opening."

On Libya, the report noted that "the image of a nuclear-armed Moammar Qadhafi contemptuous of world opinion and the value of innocent lives has become a symbol

Newest U.S. Lobbyist for South Africa Is Aggressive, Well Paid — and Black

By Juan Williams

Washington Post Service

WASHINGTON — He arrived here in 1978 with neither a college degree nor, by his admission, a dime in his pocket. After hitchhiking from Gastonia, North Carolina, he got a job sorting mail from 3 A.M. to 8 A.M.

He climbed the Republican ladder by taking jobs on Capitol Hill, and eventually landed a White House position. Today he runs his own consulting firm, representing South Africa for \$390,000 a year.

His name is William A. Keyes, he is 32 and he is South Africa's newest lobbyist. He also is black.

Only one lobbyist for South Africa, John P. Sears, is paid more by Pretoria, at \$500,000. A campaign manager for Ronald Reagan in 1980, Mr. Sears claims access to top Reagan administration officials.

Mr. Keyes' chief lobbying target, unlike that of Mr. Sears, is not the U.S. government. He takes aim at black Americans who have become the core of the anti-apartheid movement in the United States.

His qualifications for the job are his opinions — he supports the government of President Pieter W. Botha — and the fact that he is a black American, according to other lobbyists. They note that Mr. Keyes is unknown to black American leaders.

Since signing his contract with South Africa in August, Mr. Keyes has arranged meetings between black reporters and Louis Nel, South Africa's deputy minister of foreign affairs. He also has approached black American businessmen about opportunities in South Africa.

Mr. Keyes himself views the anti-apartheid movement with disapproval.

"One-man, one-vote is the principal question only for activists outside South Africa," he argues. "The principal question to men and women in South Africa is whether they will be able to provide for themselves and their families. After they deal with that, political participation comes into play."

"It's troubling to me," Mr. Keyes added, referring to American civil rights activists, "that people here in this country pursue a nonviolent course in the struggle to have their civil rights protected and yet will condone violent means in another country."

"It's not only distressing," he said, "it's downright hypocritical."

Mr. Keyes has made himself available for television interviews.

He appeared last month on Cable News Network just after Winnie Mandela, wife of Nelson Mandela, the imprisoned leader of the African National Congress, said in a taped interview that Mr. Botha was certain not to dismantle apartheid unless the United States applied "total" sanctions against South Africa.

Bernard Shaw, interviewer on CNN's "International Hour," turned to Mr. Keyes for his reaction.

Mr. Keyes shook his head and said: "It's important that we recognize in the U.S. the reality of the ANC as a terrorist outlaw organization which has perpetrated violence primarily against innocent black people."

"I don't think very many of us in this country are willing to stand up and say we favor the type of violence perpetrated against black South Africans by the ANC and groups of that kind which are being controlled by Communist parties in South Africa and the Soviet Union."

Mr. Keyes hitchhiked to Washington in 1978. After sorting mail, he took a pay cut for a job as research assistant with a Republican study group.

He climbed the conservative ladder, working first for the American Conservative Union as a welfare policy expert. He rose to the Joint

Economic Committee of Congress while leading the fight to gain approval of union tax credits in the District of Columbia. In 1982, he went to the White House as a low-ranking domestic policy adviser.

In two years there, Mr. Keyes found himself ignored and treated "shabbily," according to former associates. He told one person that he "hated" his White House colleagues and that they did not respect him because they saw a "black face."

He left the White House and tried unsuccessfully to start a black-oriented newspaper in Washington. Then he formed Black PAC, a black Republican political action committee that financed black Republican candidates. It was slow to attract money.

Unemployed for a year, Mr. Keyes signed up for a free trip to South Africa from the South Africa Foundation, which pays Americans to take fact-finding tours of South Africa. He met twice with Louis Nel, deputy minister of foreign affairs.

The second meeting, Mr. Keyes recalls, led to a more private, dinner-table discussion of black America's role in the growing U.S. anti-apartheid movement.

After meeting later with Foreign Minister R.F. Botha, Mr. Keyes signed his \$390,000 contract in



William A. Keyes

Washington to act as a lobbyist for South Africa.

Mr. Keyes said that black businessmen have been calling to ask how they can start business deals with South Africa.

He said he had no "problem whatsoever so long as I have the opportunity to explain to people what it is that I am doing."

"One of the first things I do," he said, "is to remind people that South Africa is not just a political issue but a country that has people in it."

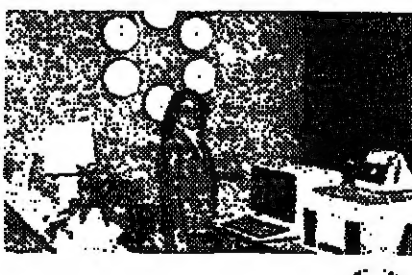
"The question I ask people is, 'Does getting arrested out in front of the South African Embassy help solve any of those people's problems, or are there other programs we should put into effect if we really want to benefit those people?'"



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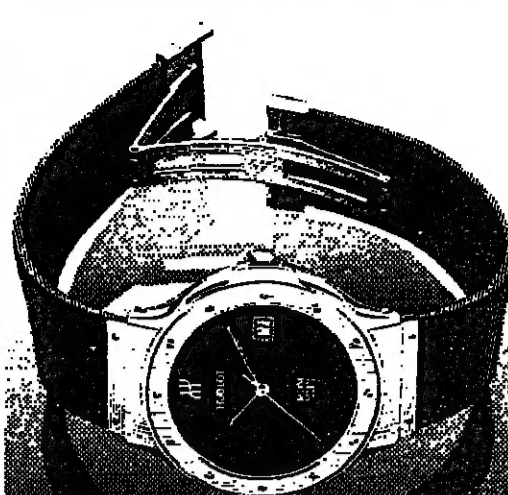
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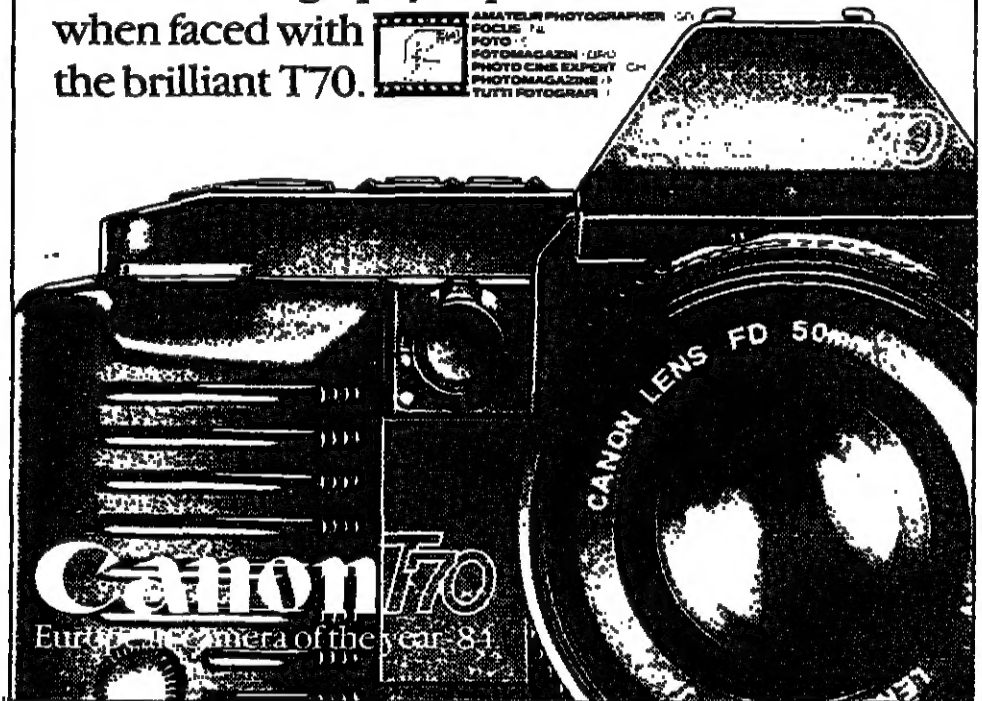
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Herald Tribune

Published With The New York Times and The Washington Post

Back Down to Business

Can President Reagan capitalize on his achievement in Geneva to make a breakthrough on domestic problems? If he is clear-sighted, he will concentrate now on breaking the congressional logjam on the federal budget. He should think less about reform of the tax system, desirable though that be, and more about swinging political opinion toward practical compromises that would reduce the budget deficit for the coming year and go on reducing it thereafter.

The arguments hardly need repeating. So long as America is running a deficit on its budget of around \$200 billion a year, interest rates cannot come down importantly unless private business and individuals start borrowing less — which implies a recession — or unless the Federal Reserve substantially eases monetary policy, which implies a probable resurgence of inflation, the last thing the democratic world needs. But so long as America has to keep interest rates high, it will continue to attract foreign funds, thereby keeping the dollar overvalued and American goods uncompetitive.

Reducing the budget deficit will entail a mixture of highly unpopular decisions, probably limiting immediate spending on defense and social security and raising tax burdens, which can only be accepted if ma-

for political groups — including the administration itself — are prepared to surrender some of the entrenched positions they have taken up. They will not do this without leadership from the White House. But if ever the president was in a position to exert such leadership and deploy all his remarkable powers of persuasion, the time is now — on the descent from the summit.

New Reagan leadership should not be limited to America. The economic imbalances currently marring world prosperity need to be righted by action that transcends the United States. If all that happens is that Washington cuts its budget deficit, there could be worldwide recession. And it cannot bring the dollar down and get its foreign account into better balance unless other industrialized countries engineer enough demand in their economies to accommodate a higher flow of purchases of American goods.

It is in the interests of all the non-Communist countries to follow up the Geneva summit with action to ensure a more prosperous free-market world. President Reagan should use his new prestige to persuade his allies, inside and outside NATO, to create economic conditions that will impress a doubting world. The opportunity exists.

INTERNATIONAL HERALD TRIBUNE

Hold Iran Accountable

Disturbed by charges of Iran's barbarous abuse of its own people, the United Nations last March ordered an inquiry by its Human Rights Commission. Iran has responded predictably. The special UN representative, Andres Aguilar of Venezuela, was barred from visiting the country and could not even elicit a reply to detailed accounts of torture and summary executions. Tehran's clerical rulers found time only to send him a boilerplate description of legal procedures. Nonetheless, Mr. Aguilar's interim report, which the General Assembly debates this week, relates Iran's defiance with a needlessly apologetic cough, making allowances for a country waging an inextinguishable war with Iraq. The most Mr. Aguilar will say is that the allegations against Iran "cannot be dismissed as groundless."

In fact, Iran's most notorious crime predates the war. Soon after the shah's fall in 1979, the victorious mullahs started persecuting the largest non-Islamic minority, the 300,000 Bahais. Leaders were executed, adherents denied

basic rights, families dissolved and shrines razed. Hundreds were murdered, thousands tortured and every Bahai stigmatized as an infidel tool of Satan, Israel and the shah.

The faith's real crime is its existence. Its prophet was a Shiiite merchant who was executed for heresy in 1850. His leading disciple, known as Baha Allah, gave the faith a name and global following. It celebrates the unity of great religions, racial and sexual equality and universal education. The faith's principal shrine is in Haifa, where it has been since Palestine was an Ottoman province.

Iran's clerical tyrants scorn the Bahais as an abominable offshoot of Shiite Islam. Their intolerance is written into the Iranian constitution, which denies Bahais the protections accorded to Christians and Jews. No United Nations inquiry is needed to establish that omission. The General Assembly can atone for a spineless report by holding Iran accountable for a crime with the stench of genocide.

—THE NEW YORK TIMES

Keep an Eye on China

The U.S. Senate has now voted its assent to the nuclear cooperation agreement with China. America is to sell reactor technology for the purpose of generating electricity, on the explicit condition that China does not divert it to military purposes or help other countries build nuclear weapons. The principle is clear. It is the enforcement that is in dispute.

The Reagan administration says that before it issues any export licenses it will negotiate "suitable procedures" for visits and exchanges of information with the Chinese. Senator John Glenn points out that those terms imply something less than the inspections and procedures for materials accounting that have been standard in the international effort to prevent the proliferation of nuclear weapons.

Because China already possesses nuclear weapons, the administration says, it falls into a special category. In the past the Chinese sometimes seemed ready actually to promote the spread of these weapons, but in the last few years there has been some change for the better in their attitudes. The administration contends that the nuclear agreement will reinforce their commitment to a policy of restraint.

But it is also true that in the last two years there have been disquieting reports of Chinese assistance to one country with large nuclear

ambitions — Pakistan — and possibly to others. At the least, this agreement sets a precedent for relaxed surveillance that will make it harder to insist on international inspection in future agreements with other countries.

Last month Mr. Glenn introduced a bill to require the administration to tighten some of the agreement's provisions. The administration opposed it, on grounds that it would require renegotiation and would jeopardize the whole agreement. The foreign relations committees of the two houses acknowledged that Mr. Glenn's criticisms were not trivial, but wanted to avoid a direct collision with the administration. Working together, the committees wrote a compromise resolution that took note of Mr. Glenn's points and in effect told the administration and China that Congress will keep an eye on compliance.

That is the resolution that the Senate has passed — evidently the best that could be had. Even among Democrats there was not much inclination to defy the president on a foreign policy issue of such intricacy. We favored the tougher approach but believe that the resolution is better than nothing. It at least imposes a degree of precision that the Chinese nuclear agreement itself unfortunately lacks.

—THE WASHINGTON POST

Other Opinion

What the Summit Didn't Do

What does the Geneva summit do for the world outside the Soviet Union and the United States? Anyone who has been living in dread that a nuclear war might break out at any time will still not feel able to relax, for the nuclear weapons and their overall capacity continue to exist in both camps. The chances of mutual reduction of these arsenals have certainly not

become worse, but the time scale for any such development will be a long one, and in any case a mere reduction will not necessarily lead to greater stability or security. Moreover, those who may be hoping that a future cut in arms expenditures could benefit the developing nations might care to remember that the problems of the Third World cannot be solved just by throwing money at them.

—New Zürcher Zeitung (Zurich).

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A Summit Lesson About Limits

By Anthony Lewis

BOSTON — When we look back at the Geneva summit a few years from now, will it mean anything? Will it have earned a page of history? Not likely. And yet it will, if time has shown that it did one thing: taught the two principals something about the limits of their power.

The meeting was a failure in terms of substance. It missed an opportunity, the best in memory, to move toward real reductions in the bloated nuclear arsenals of the superpowers. Both sides had called for 50-percent cuts in weapons, but the leaders could not even agree on a framework for negotiation toward that end.

What is interesting is the reaction. Despite the lack of substance, and President Reagan's care to avoid euphoria, Congress eagerly applauded his intimations of hope, his references to the need for peace.

The American public seems equally pleased to think that something was achieved in Geneva. The eagerness to applaud tells us two things about the feelings of Americans.

First, how deep a desire for peace there is. What President Kennedy found when he toured the country in the last summer of his life is still true: Americans yearn for concrete measures to ease the strain between the superpowers, the war psychology, the burden of weaponry.

Second, how low expectations have become. We are pleased by the atmosphere in Geneva: the minutes spent together, the freewheeling warmth, the handshakes, the jokes.

Yes, there is some value in atmospherics, and in the human contact made. It matters that America's most doctrinaire right-wing president met a Soviet leader and concluded, as Mr. Reagan said to his cabinet: "I have to believe that ... they share with us the desire to get something done, and to get things straightened out."

He spoke of Mikhail Gorbachev with personal respect. "I think I'm some judge of acting," Mr. Reagan told reporters. "So I don't think he was acting. He, I believe, is just as sincere as we are in wanting an answer." And it is hard to dismiss Pres-

ident Reagan as soft on communism. But all that is ephemeral unless it affects the actual policies of the two leaders. And the Geneva meeting can have had that kind of impact only if each man learned something of the other's reality, of the other system's values and commitments.

Which is to say: learned that his own country cannot unilaterally order the world as it wishes. For Mr. Gorbachev, two policy areas will crucially test whether Geneva

as the Moscow Trust Group, continues. So does the harsh policy toward Jewish cultural activities as well as emigration. Mr. Gorbachev could so easily send a signal by easing up. For Mr. Reagan, the test of what he learned at Geneva will come on military-economic policy. Through five years as president he has insisted he can vastly increase spending on weapons, launch a huge space defense program and ignore the economic consequences. His own supporters in Congress have ceased to believe that. Can he still believe, after Geneva, that limitless military spend-

The Man in the Street Will Be Happy

THERE was a lot of smiling in Geneva. The *Observer* commented in London Sunday. Every time you turned around, it was to see television pictures of Ronald Reagan and Mikhail Gorbachev smiling and talking. The viewers in Moscow made of this bizarre sight, having been told for years that Mr. Reagan is a bloodthirsty warmonger, defies imagination. ... The Soviet man in the street will be happy. The danger-of-war motif in Soviet propaganda has been so strong in recent years that mothers have written to television commentators asking if it is worth having more children. A more manageable U.S. relationship makes Mr. Gorbachev's planning easier. He will appear at the all-important party congress in February as a leader with an active strategy, poised for at least two more summits with Mr. Reagan.

has affected his thinking. They are Soviet repression of dissidents and Jews at home, and the Soviet military occupation of Afghanistan.

Soviet officials always insist that their treatment of their people is an internal matter. When the human rights issue was raised at their press conferences in Geneva, the Soviet spokesmen stonewalled or walked out. But if Mr. Gorbachev is a realist he must know now that cruelty to dissidents and Jewish would-be emigrants has inescapable consequences abroad, sapping support for negotiations with the Soviet Union. Ditto the occupation of Afghanistan.

It has to be said that the omens are not good on the human rights front. A few victims were let go in connection with Geneva — but fewer than at the time of the last summit, in 1979. Persecution of such people as the independent peace activists, known

will make Mr. Gorbachev sign on America's dotted line?

Again, the omens are not good. Speaking on the radio after his return to Washington, Mr. Reagan called on Congress to support both more weapons and space defense. He showed no sign of understanding the implications of what his own hawkish secretary of defense reported: that if the Russians seemed likely to develop a space defense, the United States would be forced to build more offensive nuclear weapons. And so would the Soviet Union.

Barbara Tuchman, the historian, put it in a sentence when asked what she wished for the Geneva meeting: "I would like for my compatriots to learn that there are two superpowers in the world, that America is not destined to govern the world after its own desire." Nor are the Russians.

—The New York Times

Ave, Caesar, and How About a Domestic Summit?

By Haynes Johnson

WASHINGTON — Even given the daily excesses of this media age, the circumstances and the staging of Ronald Reagan's triumphant homecoming from the summit were extraordinary. They had all the elements of a public play similar to an ancient *supplicatio*, or sustained period of thanksgiving, declared by the people of Rome after Caesar won some great victory in far off Gaul.

Like mighty Caesar, President Reagan saw that his legion of admirers could not wait to shower petals in his path and his standing among the populace soared even higher.

The Democratic minority leader of the Senate, Robert C. Byrd, told fellow countrymen that he slept better now that the president had achieved such a happy ending to his exercise in personal summit diplomacy. Come to think of it, a better analogy for this latest Reagan political performance could be drawn from one of the president's favorite authors, Louis L'Amour, the writer of Westerns. Mr. Reagan was celebrated as the good sheriff, weary but unbowed, standing tall and modestly accepting acclaim from the cheering throngs after doing battle with an implacable adversary. The subtitles on television screens evoked an Old West saga of good and evil. "Reagan's Return," read the words superimposed on the screen by NBC.

And all this as the president's helicopter, red light flashing, was shown winking its way through the night toward the Capitol, circling the familiar monuments bathed in soft, yellow lights and then touching down for the great reception at the Capitol.

Still, that all this stage-setting was overdone and that the achievement of the summit was quite limited in no way detracts from what Mr. Reagan did accomplish — or from the opportunity that now is his.

His speech to Congress was the finest of his presidency. Not because it was his most eloquent, or delivered the most effectively, but because of his tone. Throughout, he was dignified and statesmanlike as he reported simply and convincingly on what had taken place in Geneva, and related how much remained to be done.

He was entirely realistic and, probably most important, conciliatory and generous toward the Soviets. He made no false claims for historic breakthroughs; he did not promise, as he does so often, the inevitable happy ending; he did not minimize the difficulties and the differences that divide the United States and the Soviet Union. But neither did he attempt to make cheap ideological capital of the evils and dangers inherent in "the Communists."

Mr. Reagan made you feel that he truly believed in starting fresh with the Soviets; that he wished to leave as a legacy a sounder relationship bringing with it the prospects for a more peaceful world. He was refreshingly free of his former harsh rhetoric and bitter hostility toward the Soviets. He deserved to be applauded.

One speech does not a future make, of course, nor does one meeting guarantee a resolution of problems. And within Mr. Reagan's words were signals of trouble ahead. First, he obviously still clings to what he properly calls his "dream" about space defense, with its wondrous umbrella shield that protects all without hurting anyone. It is an intoxicating theory. Instead of a defense against nuclear holocaust based on the concept of mutual destruction, presto, here we offer the ultimate fail-safe and painless system: simply put a laser shield in space that will prevent any nuclear weapons from arriving. This flies in the face of scientific perfectibility. Adherence to it makes genuine arms reduction more difficult and true mutual arms control efforts with the Soviets almost impossible.

Second, Mr. Reagan strongly hinted that he expects Congress to give him more funds for defense as the

lawmakers deliberate about how to resolve the deadly budget deficit dilemma before them. He is most unlikely to be granted this wish. If he pushes Congress too hard in this direction, he stands in danger of destroying the good will that now surrounds him. He could lose on both the defense increases and the domestic spending cuts he desires.

Despite these concerns, another intriguing possibility arises out of this current high moment in Mr. Reagan's presidency. He has made possible a breakthrough in foreign policy by easing his previous rigidity toward the Soviets and seeking a more positive climate. He has the same opportunity to take the lead on the domestic front to break the budget impasse by easing his previous rigid stance.

Let him call a domestic summit of leaders of Congress; signal his willingness to accept cuts in both defense and entitlements and agree to raise taxes if necessary. The deficit would then surely decline. All Americans would be the beneficiary. His political standing would soar even higher. If he does this, he could go down as a president who led his nation into a more peaceful and prosperous period. Now, that would be a historical record of success on foreign and domestic fronts truly worthy of the acclaim accorded a Caesar.

Polish Isn't Russian; Russia Isn't America

By Norman Davies

PALO ALTO, California — Not long ago, when Ronald Reagan ventured the opinion that the Russian language does not possess a word for "freedom," he was up to par for presidential expertise on such matters. Gerald Ford had said that Poland did not belong to the nations dependent on the Soviet Union. Jimmy Carter's State Department interpreter in Warsaw had to be dismissed because he took Polish to be more or less the same language as Russian.

Given the prevailing standards of information in America about the Soviet Union and Eastern Europe, presidents must not be blamed. If Mr. Reagan had been listening to network news before the summit, he would have learned that he was about to meet "the president of Russia."

One wonders whether many Americans are aware of the enormity of prevailing misinformation, or if they care. How might they feel if foreign comment about America was equally wayward? Imagine the shock waves in Washington if Mikhail Gorbachev volunteered that Americans had no word for "beauty" or "truth."

It is fashionable to blame the media. The media sensationalize, the media select, the media oversimplify. They do. But the most intelligent journalist can rarely be better than his sources. Editors and producers can rarely give their staff sabbaticals to brush up on Serbo-Croatian or study the finer points of Communist government. For this they rely on the academic profession, on the army of Western Sovietologists and Slavists, who nowadays are clearly divided between those who do not know how the Soviet world works and those who cannot explain it.

Someone at some time will have to sort out the vocabulary used to discuss Soviet affairs. People must be weaned off Western terminology when describing organs of the Leninist state that share only a name with Western democratic institutions.

Western comment has just about reached the point where it realizes that executive power in the Communist system resides in the Politburo, that the chief executive must be identified not as "president" or "prime minister" but as the general secretary of the ruling party. But that is as far as the discovery seems to go.

Rarely is it made clear that the ruling party is not a political party but the executive branch of government; that the state is the party's administrative branch following party commands, much as a Western civil service fulfills the instructions of a government; that ministers are secondary officials receiving orders from the relevant party departments — unless, as with Eduard Shevardnadze, the minister has a second, more senior post in the party's apparatus. Soviet "democracy" means rule over the people by the party.

The big topic among Sovietologists now is "reform." Will Mr. Gorbachev make any difference? Nobody cares to explain what reform has always meant in the Russian tradition.

In a democratic system the purpose of reform is to strengthen the democratic process against encroach-

ments of bureaucrats and fossilized institutions. In a dictatorship reform is to strengthen the dictatorship. The greatest reformers in Russian history — from Peter the Great to Stalin — have been the greatest tyrants. Reform is confined to experimentation in the social and economic spheres; accompanied by a tightening of the political regime, if not outright terror.

People who imagine that Mr. Gorbachev's expected economic reforms will be the first step in the direction of political relaxation or liberalization are living in cloud-cuckoo-land. Worse still is the misperception of Soviet institutions. The KGB is widely but wrongly thought of as the

The Russians have traditionally used a third-rate economy as the base for first-class military power. There is no reason to think that will change.

equivalent of the CIA — a rather small, limited and amateur (though rich) organization in comparison. The elaborate Leninist system of party dictatorship is equated with the un-pot military regimes and "one-party states" of the Third World.

Worst of all, most Americans seem to look at the Soviet world through the prism of U.S. domestic politics. Since certain elements of the right, such as the vested interests of big business or the fanatical prejudices of the Moral Majority, declare themselves "anti-Communist" as a matter of principle, many decent, concerned Americans get the impression that the Communists may be on their side.

Although Moscow claims to be the leader of the world's "leftists," its attitudes are archaically right-wing and ultracorporate. The traits that the inhabitants of Eastern Europe regard as militarism and a glorification of war that makes John Wayne look like a milk-sop Democrat; chauvinism and nationalism worthy of the John Birch Society; a sectarian ideology reminiscent of the Spanish Inquisition, and an approach to "law and order" that makes South African pass laws look gentle. Socialists, liberals and Democrats beware. It is you, not Jerry Falwell, that the KGB will consider anti-social.

The Soviet military-industrial complex is permanently established on a war footing. It enjoys an autonomous economic sector insulated from the general economy and designed to maintain its performance irrespective of the economy's performance. Mr. Gorbachev is not faced with a choice between military and civilian spending. The military gets what it needs.

Kissinger has traditionally had a magnificent military machine. Ever since the days of the Grand Duchy of Moscow, Russian ingenuity has concentrated on using a third-rate economy as the base for first-class military power — and they know how, at terrible social cost. There is no reason to think it will change.

Conventional wisdom puts Soviet military spending at 15 or 16 percent of GNP — twice the American rate. In all probability it is higher. But even if it had to be 10 times the American level and all the car factories had to be converted to tank production, that would happen.

One might wish to conclude that Mr. Reagan is feebly educated and poorly advised. But Mr. Gorbachev, too, has troubles about misinformation. In his case the confusion is generated by a system that requires that truth be tailored to the convenience of the moment. Soviet managers habitually adjust their books to suit the dictates of the Plan. As a result, no one in the Soviet leadership can rely on anything he is told.

Paranoia and mutual suspicion are staples. They all know that there are all marching shoulder to shoulder, but the straight party line has been changed so often that it is impossible to say where it points. The all-pervasive manipulation of knowledge in the Soviet Union may serve to deny the West any precise understanding of Soviet reality, but it confuses the Soviet leadership as well.

So, although the balance of misinformation is not ideal, it has its virtues. Mutual assured confusion is a fact that has to live with.

The writer, a visiting professor of history at Stanford University, contributed this comment to the Los Angeles Times.

LETTERS TO THE EDITOR

Filipinos and America

Regarding the opinion column "America's Commitment Is to Filipinos" (Nov. 13) by Robert A. Manning: President Ferdinand Marcos is calling an early election not because of any outside pressure but because he feels strongly about seeking a fresh mandate. This decision was made purely in the context of the internal affairs of a sovereign country. It is a commitment of a leader to his own people. A not uncommon belief among Filipinos is that the so-called U.S. commitment — in Asia just as in Latin America, Africa and the Middle East — is geared to the self-interest of America.

GEORGE N. GAMBOA, Manila.

Succession in Tanzania

On Nov. 4 you published a report, "Tanzanian Ruler's Exit: Reflects Stability," in which I am among those who were interviewed. The report states that "Professor Samuel M. Wangwe, an economist at the University of Dar es Salaam, argued that the new president will be impeded by the

presence of [outgoing President Julius] Nyerere and party ideologues. I did not so argue. Rather, I argued that in Tanzania the party is responsible for making basic policy changes and that this change, which involves the government, cannot result in basic policy changes. Asked whether I thought that President Ali Hassan Mwinyi would effect basic policy changes, I said that he cannot do so because that is the responsibility of the party. Thus, I did not argue that the new president will be impeded by the presence of Mr. Nyerere."

S.M. WANGWE, University of Dar es Salaam.

Mr. Nyerere's failure can be demonstrated by pointing out that after 24 years of independence the average Tanzanian is worse off than in colonial days. He should have admitted his failure and stepped down earlier.

PETER FRANK, Aranzano, Italy.

FROM OUR NOV. 26 PAGES, 75 AND 50 YEARS AGO

1910: Fear of 'Caesarism' in America
NEW YORK — The "World" says: "Mr. Theodore Roosevelt has a curious delusion that the fight for progressive, popular government has merely begun." Rooseveltism is only one of many assaults upon progressive, popular government. The New Nationalism represents reactionary, despotic government. As President Schurman, of Cornell University, said, "It spells Caesarism in government." For the Anglo-Saxon safeguards to freedom it substitutes the European system of a centralized bureaucracy. To call the New Nationalism progressive, popular government would be like calling Russia a progressive, popular government. When Mr. Roosevelt says the "fight for progressive, popular government" has merely begun, he really means that his fight to gain the Presidency in 1912 has merely begun."

1935: Insurrection Spreads in Brazil
RIO DE JANEIRO — A 30-day state of siege throughout Brazil was proclaimed [on Nov. 25] following a Communist uprising, in which several thousand Federal troops joined the insurrectionists in three states in the northeast corner of the country. The port of Natal, in the state of Rio Grande do Norte, is in the hands of the rebels. Fighting between loyal troops and Communists is going on in Olinda, a few miles north of Pernambuco, and the Federal artillery is reported to be bombarding the revolutionaries. Unconfirmed reports state that Macaiba, near Natal, has been taken by Communists. The Communist uprising is believed by the authorities to be part of a plot directed by Luis Carlos Prestes, who was appointed by the Komintern to stage a revolution throughout the southern continent.

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ARTS / LEISURE

Little Steven Takes On Sun City

By Michael Zwerin
International Herald Tribune

PARIS — Miami Steve Van Zandt, also known as Little Steven, wears a babushka, beads, chains, big rings. Cypriot shirts open to the waist. His New Jersey syntax is liberally sprinkled with "like" and "man." He was Bruce Springsteen's star sideman for a decade before going out on his own in 1984. "The South African government wants people like me to play there," he said. "So they were more than accommodating."

The guitarist-composer thinks maybe his Dutch name had something to do with the fact that there were no visa problems a year ago when he said he wanted to go down and "look around." Van Zandt, who says, "It was cool because I got to talk to all sides," did not like what he saw and decided to try and change the view.

He is currently traveling around Europe promoting the album "Sun City: Artists United Against Apartheid," which he conceived and co-produced. "You've got to be there to understand the incredible degradation black South Africans have to go through every day. I've always hated bullies, like the kids who beat you up because you look different than they do."

"They are basically gentle people but we are the enemy. You can see it in their eyes. Like, they're asking, 'Why are you doing this to me?'" His private visit attracted flak. "People wanted to know what I was doing there. The Dutch name did not help me in Soweto. Some people thought I was after publicity. A couple of people told me they didn't want me there, even looking."

They said, "We want this boycott to be complete." "I said: 'Wait a minute, wait a minute. This is where you're wrong. Credibility doesn't work this way in America. If I can go back and talk about what I saw, that's credibility.'"

He asked the various African groups he talked to if they would approve of carefully selected people performing in South Africa. Some of his own songs are about justice and solidarity. One group told him no, it was too late. They had invited Jimmy Cliff a few years ago, but now they decided they do not want anybody to break the boycott, no matter how "righteous" they may be, Van Zandt told them. "Okay, You got it, man."

The USA for Africa album ("We Are the World") for Ethiopian drought victims was criticized for having a token number of black artists. "Sun City," by comparison, must be the most pluralistic popular music record in history. Miles Davis has his own track and serves as a sort of *leitmotif* popping up behind and between Bruce Springsteen, Kurtis Blow, Ruben Blades, Linton Kwesi Johnson, Keith Richards, Daryl Hall, Bob Dylan, Joey Ramone, Jimmy Cliff, the Malapoets from Soweto, and electronically treated statements by Ronald Reagan, who justifies conservative engagement. Nelson Mandela ("Your freedom and mine cannot be separated") and President Pieter W. Botha ("South Africa's problems will be solved by South Africans, not foreigners").

"It just grew organically," says Van Zandt. "After the artists did their bit on the Sun City song we encouraged them to contribute wherever they wanted. The album got its form out of that. The rappers would come in, rap on Sun City, then add their own rap. That's what happened with Gil Scott-Heron [Let Me See Your I.D.]. Herbie Hancock and Tony Williams were there with Miles, so that became a song. Then Peter Gabriel [whose haunting song "Biko" first got Van Zandt interested in South Africa] came in, and that became a song."

Although Van Zandt seems satisfied with sales — "They shipped 250,000 to begin with and they're all gone" — the number is not huge and there are other problems. Ironically, "Sun City" has been criticized for having been motivated principally by whites. Both producers have made their names basically by re-working black styles. Van Zandt's band is, after all, called the Disciples of Soul. And Arthur Baker has become one of the hottest producers/engineers in the business through his use of techniques developed by Jamaican disc jockeys and dub poets.

The sound has been called "rough" and "abrasive," the subject "controversial." San Francisco's radio station KITS describes requests as "moderate." A spokesman for the Manhattan Record Shop says that the "Sun City" single is "moving slower than we thought." Radio programmers say that with Band Aid and the Farm Aid album, benefit records are flooding the market. The music director for Chicago's WBBM calls it "charity burnout."

Van Zandt says that all royalties will go to the United Nations "Africa Fund" — a third of families of political prisoners, a third to South Africans in exile and the remaining third to anti-apartheid groups in the countries where the record is sold. Although he is contributing a good deal of his considerable energy promoting, he discounts his role: "Before the Malapoets got on the record, I said, 'Are you sure you should do this?' They said, 'Hey, listen, we have to do this record whatever the consequences, whatever extreme it leads to.'"



Christian Basso
Miami Steve Van Zandt

When somebody tells you they're ready to die to be on a record, that's commitment."

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An Alternative Carpenter in Zimbabwe

By Michelle Faul
The Associated Press

HARARE, Zimbabwe — Bevill Packer jumps up and down on his paper tables and dashes his paper chairs to the floor. They are often stronger than wood, he declares, and they help save trees and energy.

Packer, 70, a retired college lecturer, is a proponent of a craft he developed in the late 1970s and dubbed "appropriate paper-based technology" (APT) — making things out of waste paper.

Today, Packer's products, ranging from tables to toys to bookshelves, furnish schools and homes in rural Zimbabwe. His latest product, a paper wheelchair, is being tried out at a home for disabled children. Packer has even used scrap paper to make solar ovens with fronts made of glass collected from junk dealers.

"The beauty of it is that all APT articles contain at least 99 percent waste paper," Packer said in an interview. Materials to make the items cost virtually nothing, their manufacture provides employment and they promote conservation.

Saving trees is of benefit in Africa, where about 80 percent of the energy is derived from wood. In Zimbabwe, many rural women spend half the day gathering firewood for cooking and to deplete the forests in the process.

Three of Packer's wheelchairs, requiring only paper and paste and 12 to 20 hours of labor,

have been on trial for a month at Harare's Jairo's Jiri Home for Disabled Children.

One is being used by Darlington Zamba, who has spent most of his 6 years lying on beds and floor mats. When he wanted to move, his mother had to carry him.

"The joy that little boy gets from his chair is too wonderful to see," said Packer, who was born in England and has lived in Africa for 45 years, the past 22 in Zimbabwe.

Wilson Ruvhere, manager of the home, said scores of parents with disabled children are eager to acquire a Packer wheelchair since a conventional one made locally costs 400 Zimbabwe dollars (about \$240) and an imported one around 800 Zimbabwe dollars.

Packer has put no cost on his wheelchairs. He has donated the ones made so far, but he is the only person making them and hopes to train high-school students to make them for charity.

Like all APT articles, the wheelchairs are made by passing together layer upon layer of scrap cardboard and paper. Old shoe boxes, potato bags, cereal cartons and other scraps can be pressed into flat surfaces or rolled to make such items as table legs or wheels.

The only cost is for flour to make the paste and varnish for the finishing. But Packer said craftsmen could make paste from leftovers of Zimbabwe's staple food, a thick porridge made from ground corn.

"We don't buy paint to decorate — that costs

money," Packer said. "We use pictures from old magazines, or the colors from the pictures, to make mosaics."

Children's tables are decorated with racing cars, coffee tables are adorned with wildlife scenes and children's chairs are labeled "comrade" or "commander." Other APT items include children's building blocks, hats and baskets.

"The possibilities are endless," said Packer, who with his wife, Joan, runs courses at minimal cost for domestic workers and peasants. The aim is to teach them to make items for their own use and for sale.

Mrs. Packer said one of her domestic workers who took the course earned about \$54 a month in her spare time making APT furniture. That's a tidy sum in a country where the minimum monthly wage is \$45.

Packer is lobbying to have his craft taught in schools along with woodworking. It is cheaper, argued Mrs. Packer, to take up APT as a vocation than woodworking because it isn't necessary to buy a set of expensive tools. Wood itself, she said, is becoming scarcer and more expensive.

"If they were taught APT, any school leaver could start earning money without any outlay at all," said Mrs. Packer.

One drawback of Packer's products is that they can deteriorate if rained on, so they are meant for use indoors or in sunny weather.

A Feast of Gift Books for the Gourmet Browser

New York Times Service

THE knickknacks and luxuries offered in this annual U.S. gift book roundup are indeed books, each and every one of them. But some of them are as fun as toys.

Others are as useful as tools or instructive as a schoolhouse. As a group they looked so good arranged together on the dining room table that I wanted to leave them there and admire them for the season. But one must eat as well as read. Alas.

"Actual Size: 250 Actual Size Images of the Real World," by the Philip Lieff Group (Dolphin-Doubleday, 70 pages; paper, \$9.95). Depicting such objects as a shrew's brain, a million dollars in \$100 bills, Julius Irving's hand and a fingernail of the Statue of Liberty, this 11-by-14-inch stocking stuffer puts things in proportion as few books have done before.

"Bordeaux: The Definitive Guide for the Wine Produced Since 1961," by Robert M. Parker Jr.; drawings by Christopher Wormell (Simon & Schuster, 342 pages; \$18.95). A chateau-by-chateau analysis of nearly every wine produced in the Bordeaux region of France from 1961 through 1984, by the editor and publisher of the "Wine Advocate." Using terminology that even those lacking a taste for wine can understand, this book provides both a quick-reference shopping guide and an education in the art of wine making.

Two practical and appealing books on home decorating — "The Mary Gilliam Book of Color" (Little, Brown, 128 pages; \$19.95); and "Terence Conran's New House Book" (Villard, 367 pages; \$40). Gilliam, who has written extensively on interior design, concentrates on color coordination, devoting a chapter to each important color, along with inspiring photographs of room sets. Conran, founder of the home furnishing and clothing empire that bears his name, takes you by the hand and leads you through the entire process of designing and decorating a house, whether you are starting from scratch or simply planning to provide some storage space for your wine collection.

Two unusual collections of portraits: "In Paul Davis' 'Faces'"

(Friendly Press, unpaginated; \$24.95), the artist brings remarkable color and wit to his paintings of such figures as Woody Guthrie, Henry Kissinger, Jack Nicholson and Che Guevara, most of which were done for magazines or theater posters. If Davis occasionally romanticizes his figures, Richard Avedon has done quite the opposite in his stark and powerful "In the American West, 1975-1984" (Abrams, unpaginated; \$40). By photographing against a white background such figures as miners, oil field workers, hospital inmates, slaughtered livestock and his already famous boy holding aloft a bloody eviscerated rattlesnake, he has done more to demystify the West than a day spent without water in Death Valley. An amusing antidote to which is "Cadillac" with photographs by Stephen Salmei and a text by Owen Edwards (Rizzoli, 142 pages; \$30). In more than 80 portraits, many of them hand-painted by Sydney Michele Salmei, this handsome volume shows us America's icon of success in all its styles and moods, from vulgar opulence to junked neglect. Car books come and go, but this one stays.

Movie books come and go, too. But while "Astaire Dancing: The Musical Films," by John Mueller (Knopf, 440 pages; \$45), is almost too full of Fred Astaire's costumes and goings-in, dancing circles and spectacular leaps, it does arrest one's consciousness as an extraordinary study of film art. In the particular lies the key to the general, and in the meaning of Astaire's movement, this professor of film at the University of Rochester convinces us, lies a deeper understanding of cinematic expression.

For travel in the New York area, there is "The Hudson River & the Highlands: The Photographs of Robert Glenn Ketchum" (Aperture, 87 pages; \$25). These stately, straightforward nature photographs make us understand anew why an entire school of artists devoted itself to the Hudson and its captivating environs. And for travel farther afield there is "China," with photographs by Hiroji Kubota, and a foreword by Jon-

athan D. Spence (Norton, 203 pages; \$65), which stands out for its color and variety of mood and detail, even among the increasingly spectacular travelogues that improve photographic techniques manage yearly to produce.

Martin Seymour-Smith, Oxford-educated and the author of some 30 books, travels not with a camera in "The New Guide to Modern World Literature" (Peter Bedrick Books, 1,379 pages; \$60) but with his command of more than 20 languages, his omnivorous knowledge and his sharp and outspoken opinions. ("To say that Frost is overrated is not to say that he is unimportant.") Had we read Seymour-Smith sooner, we would have known more about Jaroslav Seifert, "a minor poet" but "a man of courage," and Claude Simon, "the novelist of entropy, of running down." And

there is doubtless news in this 3-inch-thick book of Nobel laureates to come.

You can't trade 'em or flip 'em, but they're all here — from Larry (Yogi) Berra, No. 1 in the 1954 series of "red backs," to Darrell Evans, 792 in the 1985 series — more than 21,000 full-color reproductions in "Topps Baseball Cards: The Complete Picture Collection: A 35-Year History, 1953-1985," foreword by Willie Mays, introduction and card history by Sy Berger, text by Frank Locum (Warner, unpaginated; \$79.95). Entertaining both as a glimpse of baseball's evolution and as a history of the modern bubble-gum card phenomenon. Now all we need is companion volumes from all the other companies that have been publishing baseball cards since the 19th century.

Critics Dispute Merits Of 'Shakespeare' Poem

By Herbert Mitgang
New York Times Service

THE discovery of 90 lines of verse attributed to William Shakespeare was greeted with excitement by two Shakespearean scholars in the United States.

"Unless strong contradictory evidence surfaces at some point, the presumption is that the poem is by Shakespeare," said Samuel Schoenbaum, the American consultant for the Oxford University Press Shakespeare Project and the author of the recently published "Shakespeare and Others." He is Distinguished Professor of Renaissance Literature and Director of Renaissance and Baroque Studies at the University of Maryland.

[Some scholars remained skeptical, the Associated Press reported.]

In an interview on Saturday from his home in Washington, Schoenbaum said: "It's authentic until proved otherwise. Gary Taylor has made out a prima-facie case from all the evidence that it is a Shakespeare poem. It's a brilliant discovery."

Robert Giroux, author of "The Book Known as Q: A Consideration of Shakespearean Sonnets," and chairman of the editorial board of Farrar, Straus & Giroux, said he looked forward to reading Taylor's reasons for concluding the poem was by Shakespeare. After having four of the nine stanzas read to him, Giroux commented: "A pretty poem, but by Elizabethan standards — which were very high — not superior verse. If it is Shakespeare's, I can see why he never published it. It is youthful in content, feeling and style, especially in the overuse of rhyme. Several lines, if correctly reported, are flawed. 'Fly away, pack away,' should be either 'Fly away, my away,' or 'Back away, pack away,' or something like it. Compared to the maturity and subtlety of his 'Phoenix and the Turtle,' this is adolescent."

"If Shakespeare did not publish his great sonnets and in fact we owe them to the printer, why then, as Thorpe, it's not surprising he kept this poem out of print."

Schoenbaum had a copy of the poem and Taylor's supporting 13-page document provided by Oxford University Press in New York.

"This is one of Shakespeare's occasion poems," he said. "It is artificial in the largest sense of the word. It is extremely ingenious in its rhyme scheme, it has seductive qualities, it mixes a mixture of moods, the rich complexities that you don't often find in this period. And it's different — who else could have written it if not Shakespeare?"

Schoenbaum said he found other evidence of authenticity in Taylor's supporting document and in the poem itself.

"Shakespeare often used rare

words in his works," Schoenbaum said. "There are 15 such words in this poem. He uses the word 'ammy' as a noun, exile as a verb, inferior as an adjective. Then there are certain words that Shakespeare often uses: 'insub, repending, tresses, twice, westerly.' Taylor has gone through Shakespeare's works and found a total of 73 times that these Shakespearean words were used."

"If this poem had appeared in a printed book, it might have been suspicious," he said. "Some publishers might have wanted to gain by the use of Shakespeare's name. But this poem can't make money — there's no profit motive here. This is scholarship at its best."

[Reaction in Britain was mixed, the Associated Press reported. Professor David Palmer of Manchester University said, "I don't think it adds much to Shakespeare's reputation. It is an overt display of ingenuity but it has poor poetic quality."

"I shall be a skeptic until I have looked at the method of Taylor's analysis," he added.

[John Widdows, a Shakespeare specialist at Worcester College, Oxford, said: "It was so dreadful that at first I just read the early stanzas and then gave up."

[Taylor ran the poem through a computer to give it "every stylistic test," as well as checking the manuscript for possible forgery. "I don't think computers are foolproof," Widdows commented.]

[John Carey, Merton Professor of English Literature at Oxford, said he was not convinced "because of the quality of the poem."

[The poem will be included in the "New Oxford Shakespeare," to be published next year by the Oxford University Press, co-edited by Taylor and Stanley Wells, a British expert on Shakespeare. Wells said, he backs Taylor's claim about the poem.]

Handel Works Found in Britain
Four major choral works by the composer George Frederick Handel (1685-1789) have been found in a toy cupboard in Manchester, according to Sotheby's auction house.

Reuters reported that the manuscripts, written in 1707, were discovered by Vivienne Plummet, about 30 years after her husband's death, in the cupboard as a child, a spokeswoman for the London firm said.

Now recognized as original parts of the Anglo-German composer's "Carnegie Music," they were originally commissioned by an eminent Roman family, changed hands several times and ended up with the Plummet.

"It's rather extraordinary that they should turn up in the tricentenary year of Handel's birth," the spokeswoman said.

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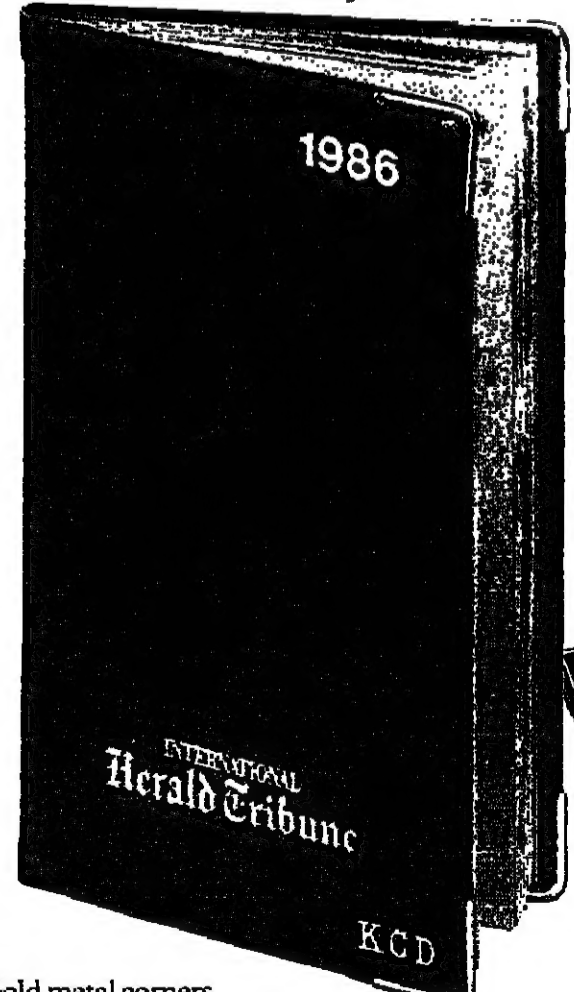
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International Capital Markets Have Record Business Year

By Carl Gewirtz

PARIS — Champagne, confetti and year-end bonuses should flow freely this year at the banks active in the international capital market. Whatever measure is used, it is already certain that 1985 will see a record-shattering volume of business.

In the Eurobond market, new-issue activity appears headed for a 64-percent increase — an estimated \$134 billion, based on the volume registered during the first 10 months of the year. The volume of foreign bonds issued in domestic markets was a more modest 3 percent. With the traditional distinctions separating these markets rapidly blurring, most analysts now prefer to talk about the international capital market, covering both segments. And by that measure, according to data compiled by the Organization for Economic Co-operation and Development, business is up 50 percent from a year ago and running at an annual rate of \$166 billion.

The big fees all this business has generated for underwriters is cause for jubilation at the merchant and investment-banking arms of the commercial banks active in the market. But monetary officials privately question whether the single-minded drive for increased fees is not leading banks to mortgage future earnings for higher current income. As a result of the Third World debt crisis, commercial banks have moved away from their traditional business of transforming short-term deposits into medium-term loans and are now in the business of transforming their financial muscle into earning fees. These boost income without necessarily increasing assets (loans are

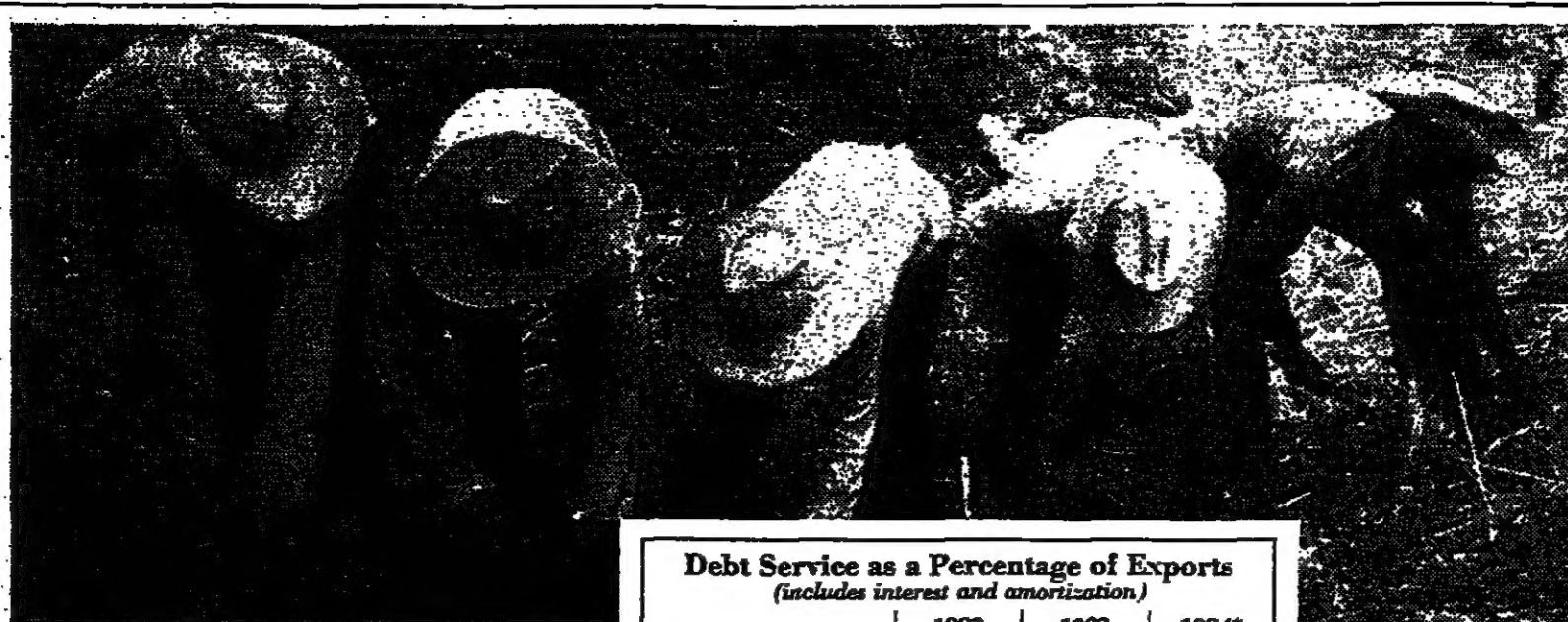
assets), enabling banks to comply with the demands of regulators to augment the capital base and raise the ratio of capital to assets.

At first glance, it would seem that the record volume of activity in the international capital markets is exactly what the banks need to help them adjust to the impact of the debt crisis. But a closer look at this year's borrowing binge raises some disturbing questions. What is behind it? And are the banks replacing one set of problems (rescheduled loans to developing countries) with a new set of equally dangerous risks?

What triggers the worries is the fact that this year's volume of capital-market business bears little relation to the real world. Business investment, international trade and economic growth are not advancing at such rates to explain the rush to capital markets. Nor is inflation artificially swelling the numbers. Rather, the figures indicate that borrowers are seeking to refinance existing debt — bond issues as well as bank loans — at the significantly lower cost now available.

Of course, some of this cost reduction represents the absolute decline in interest rates from the record-high levels prevailing a few years ago. But an untold part of the reduction stems from the intense competition among banks to earn fees. This has added to the liquidity of the bond market (and downward cost pressures) as the banks themselves are now much bigger takers of paper than they were, reflecting their current preference for assets that are, at least theoretically, instantly saleable — securities — rather than, as in the past, medium-

(Continued on Page 12)



Debt Service as a Percentage of Exports
(includes interest and amortization)

	1982	1983	1984*
Argentina	107.7	127.0	116.8
Brazil	85.0	61.0	45.2
Chile	63.6	59.0	58.3
Mexico	71.4	80.6	54.4
Peru	57.0	68.0	89.0
Venezuela	27.9	32.6	30.4

* Estimate Source: Inter-American Development Bank, 1985 report.

Borrowing for development has increased Latin America's debt load. Above, Honduran farmers clear ground for planting. Below, a road lined with new electricity poles in Brazil's Minas Gerais state.

new Argentine currency, insisted nonetheless that only a "political solution" could resolve the region's debt woes. And in Peru, Mr. Garcia recently threatened to pull out of the IMF entirely and set up a "Latin American Monetary Fund."

Despite these displays of defiance, Latin America seems no closer to a resolution of the foreign debt problem than it was

Latin American Debtors Resisting IMF Terms

By William A. Orme Jr.

MEXICO CITY — In the cavernous halls of the Mexican Congress, opposition legislators from right and left could be heard clucking complaints about the foreign debt.

A conservative congressman, accusing the government of cutting off credit to private business, said public-sector debt repayment was "strangling" the economy. A Trotskyite representative, meanwhile, urged that interest payments be redirected toward earthquake reconstruction and said Mexico's International Monetary Fund debt agreements had "turned the national economy over to the CIA."

Members of the majority Institutional Revolutionary Party defended President Miguel de la Madrid's full-payment approach to the debt issue.

Yet just a few days earlier, some pro-government unions, the backbone of the ruling party, had joined a leftist-led demonstration demanding an immediate suspension of all foreign debt payments.

A splinter group, sensing a shift in the public mood, began painting "Viva Alan Garcia" above its party emblem, a reference to the new Peruvian president's pledge to limit debt payments to 10 percent of Peru's export earnings. This was an implicit criticism of Mexico's acceptance of a servicing burden exceeding half its hard-currency income.

"The opposition is much stronger now, even within the government," said a senior Finance Ministry official. He acknowledged that resentment over the social and economic costs of compliance with foreign debt commitments increasingly was limiting the government's maneuvering room at home and abroad.

"We have to be much more careful, more sensitive to the political climate," he said, adding, "It's not surprising that there is resistance. We have to solve this problem somehow, but it's not going to get any easier."

Throughout Latin America, opposition is growing to IMF austerity prescriptions that have been imposed on debtor nations

Funds Raised on International Markets by Type of Instrument
(in million U.S. Dollars)

	1984	1985		
		Q1	Q2	Q3
International Bonds	81,717.2	30,822.2	37,724.7	29,894.4
Foreign Bonds	27,800.5	6,302.1	7,068.8	8,035.9
Special Placements of Bonds (*)	2,000.0	—	1,000.0	300.0
Total Issues of Bonds	111,517.7	37,124.3	45,793.5	38,230.3
International Bank Loans	53,218.8	11,078.4	13,242.8	17,898.6
Foreign Bank Loans	8,760.3	1,908.8	1,355.6	1,601.4
Other International Facilities	55,276.4	5,401.3	14,556.8	11,135.9
Total Loans	117,255.5	18,388.5	29,155.2	30,635.9
Total Funds Raised	228,773.2	55,512.8	74,948.7	68,866.2

(*) Issues by development institutions placed directly with governments or central banks and, as from October 1984, issues specifically targeted to foreigners. Source: OECD.

Swap Deals Begin to Mature With Liquid Secondary Market

By Philip Coggan

LONDON — The interest rate swap was once an exclusive product, tailor-made for the sophisticated borrower. Now, swaps are a \$150-billion-a-year industry, with a traders' club, the International Swap Dealers' Association, a liquid secondary market and world-wide activity.

Experts estimate that around 80 percent of Euro-bond issues are linked to a swap. "It's a mature market," said Francis Peckham, associate director of First Interstate Capital Markets. "There are now a significant number of banks involved."

The majority of the banks in the market are American. It is estimated that of the 15 major houses that did more than \$3 billion of swaps business in 1984, only one, Banque Paribas, was not from the United States. The five leading firms, in volume terms, were Citicorp, Salomon Brothers, First Boston, Morgan Guaranty and Bankers Trust.

The basic concept of the interest rate swap is simple. Two borrowers raise money separately and then agree to make each other's interest payments. But swap-market players have gradually expanded and complicated this simple idea. Swaps can now be engineered involving several currencies and among up to half a dozen counterparties, with the bank in the middle the only party fully aware of all the details.

Some banks act as swap principals, taking the deal onto their books and managing their net swaps position rather than each individual deal. Others act purely as brokers, bringing together swap counterparties. A third group follows a compromise strategy. They act as principals and then "warehouse" the swap by hedging it in the bond or futures markets until they can find a matching counterparty.

In the early stages of the market, swaps were linked to primary debt issues. Now, swaps are also used to transform existing debt. Borrowers can use the swap market to restructure their debt portfolios by switching from fixed funding to floating rate funding or from, say, dollar debt to sterling, depending on their view of future interest rate movements. If their view changes, they can reverse the swap and end up where they started.

Assets, as well as liabilities, can be swapped. "One popular strategy," explained Deirdre Duffy of Morgan Stanley, "is for investors to purchase cheap fixed-rate bonds and enter into a swap so that they make fixed-rate payments and receive a floating rate. The

return from the bonds is greater than the level of fixed-rate payments under the swap. The swap has thus allowed an investor to transform a fixed-rate investment into a floating-rate asset with an above-market return."

There is a regular swaps market in the major currencies with banks ready to quote, for example, swapping five-year Deutsche mark fixed rate into U.S. dollar floating-rate set at the London interbank offered rate. But profitable opportunities can occur in the new markets. Early this year, there was a spate of Euro-bond issues in the Australian and New Zealand dollar sectors, which created the opportunity for borrowers to swap into U.S. dollar debt at below Libor rates.

Swaps are off-balance-sheet transactions and banks are not at the moment obliged to take precautions against the possibility of default. However, if default does occur the bank may find itself paying interest on an unwanted loan at an above-market rate. Cross-currency swaps increase that risk by adding the potential for currency loss. As a result, banks are more careful about the counterparties with whom they will conduct a currency swap.

There are signs that regulatory authorities are concerned about the volume of off-balance-sheet transactions conducted by banks. The Bank of England has already imposed reserve requirements on banks' conducting Euro-note business. "It's likely that at least one regulatory authority will impose reserve asset requirements for banks undertaking swap transactions," according to David Pritchard, of Citicorp.

One way that banks can protect themselves against default is to increase the margins charged for swapping with poorer credits. However, the margins on which the interest rate swap market operates are very thin and consequently the scope for wide credit differentiation between counterparties is limited.

"Competition means that some banks will get involved for less than a tenth of a percentage point," said First Interstate's Mr. Peckham. Such is the narrowing of margins that some banks spend little time generating what they call the "plain vanilla," or ordinary, swaps and concentrate on more complex deals where the returns are greater.

What is arguably the first case of swap default has come to court. Early this year, the Beverly Hills Savings and Loan Institution folded. Renaldi Acceptance was a counterparty in a swap deal involving the institution. On hearing of Beverly Hills' problems,

(Continued on Page 13)

U.S. Banks: Offshore Facilities Spread

By John M. Berry

WASHINGTON — International banking facilities, banking's version of a free trade zone, continue to proliferate in the United States and are soon expected to spread to Japan, a development that could further the internationalization of the yen.

Next month will mark the fourth anniversary of the beginning in the United States of these facilities, known as IBFs, with their total nearing 550 and their assets approaching \$250 billion.

It took nearly 10 years to convince the Federal Reserve Board to allow creation of an IBF, which allows a financial institution to conduct deposit and loan business with foreign residents, including banks, without being subject to reserve requirements or interest-rate ceilings. In some cases, there are state and local tax advantages, too.

A skeptical Fed required IBFs to comply with a variety of regulations, such as a minimum two-day maturity on deposits from non-bank foreign residents, designed to make sure the new operations would not affect the conduct of monetary policy or be used to get around interest-rate ceilings and reserve requirements.

"There have been no problems at all," said Sydney J. Key, the Fed's expert on IBFs. "The board was concerned at first, but the examiners have found complete compliance with all the regulations."

For instance, the examiners found that there have been few if any deposits taken from nonbank foreign residents with maturities of less than seven days, Mr. Key said. Such deposits must, in any event, generally be in amounts of at least \$50,000.

In the absence of IBFs, a substantial portion of the nearly \$250 billion in loans held by them would have been booked through offshore branches, particularly in the Caribbean.

Instead, the assets of such branches declined slightly, from \$149 billion in November 1981, to \$141 billion in July 1985, the latest figures available. Over the same period, total assets of all other foreign branches of U.S. banks rose from \$314 billion to \$322 billion, exactly offsetting the Caribbean drop.

Claims at Caribbean branches on foreign residents not associated with the lending bank fell from \$57 billion to \$47 billion.

An official at one major New York bank said its IBF operations, which are conducted entirely out of its New York City office, now account for more than 40 percent of the bank's total loan portfolio. The bank still maintains a branch in the Bahamas, he added, but the amount of business booked there is "quite small."

Initially, growth of IBFs was explosive. They had \$37 billion worth of assets at the end of their first month's operations in December 1981, with most of that total representing eligible assets shifted from foreign branches of U.S. banks, particularly in the Caribbean.

During 1982, the total rose to \$153 billion but growth began to taper off. Total assets rose to \$192 billion at the end of 1983 and \$228 billion at the end of last year. On Oct. 31, IBFs had \$241 billion in assets, down from \$248 billion at the end of September, an unusual dip.

Last March, a special committee created to advise the Japanese minister of finance on ways to increase the use of the yen as an international currency, a goal strongly being urged by the United States, recommended that Japanese banks be allowed to set up IBFs in Tokyo.

The recommendation came after the committee had closely studied the American experience. Again, a particular concern was that creation of the facilities not disrupt the conduct of monetary policy. A financial adviser at the Japanese Embassy in Washington said it was "quite likely" that the finance minister would approve the recommendation but he could not say when such approval might come.

Meanwhile, more than 300 of the IBFs in the United States have been set up by agencies and branches of foreign banks. These foreign-related IBFs held \$146 billion of the \$241 billion in assets at all IBFs at the end of last month, according to Federal Reserve figures. More than half the assets in the foreign-related IBFs were held by those associated with Japanese banks and another one-tenth or so by those associated with Italian banks. About three-fourths of all the IBF assets are held by those in New York state. There are 238 IBFs there, with 182 of them at agencies or branches of foreign banks.

However, the number of IBFs is growing rapidly elsewhere in the United States, particularly in Florida, which now has 86, and California, with 98. More than two-thirds of those in California have been set up by foreign bank branches and

(Continued on Page 13)



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A SPECIAL REPORT ON EUROMARKETS

A Healthier Portugal to Revert To Orthodox Markets for Funds

By Ken Portinger

LISBON — Portugal next year will be approaching the capital markets for \$1.4 billion to meet its 1986 gross borrowing requirements, but for the first time in several years the Republic of Portugal will largely ignore the Euromarket for sovereign funds.

However, public-sector companies, traditionally large borrowers in this market, will continue to be so probably right from the beginning of January.

This year total gross borrowing reached \$1.8 billion while the republic raised a syndicated \$400-million loan.

According to central bank economists, the radical departure from recent sovereign loan practices is the result of two major factors.

First, Portugal today is far healthier financially than at any time in the past 10 years because of a vigorous and, some claim overzealous, economic austerity program that has been applied under the tutelage of the International Monetary Fund since 1983.

(Economists point out that the austerity program was complemented by a superb three-year export performance that increased by nearly 35 percent in volume terms and helped reduce the deficit to its current, surprisingly low, levels.)

Secondly, with Portugal due to enter the European Community on Jan. 1, a range of cheap European money will become available. Direct aid and European Investment Bank funds are scheduled to pour into Portugal.

As part of the accession accord, Lisbon has negotiated an agreement whereby the community will borrow capital totaling up to one billion European Currency Units in the EC's own name, passing it on at marginal rates to Portugal over the next six years. This arrangement will significantly reduce the state's interest burden.

Carlos Pacheco Jorge, of the Bank of Portugal, the central bank, said: "We are in the position of being able to revert to traditional policies and use the orthodox capital markets for our borrowing needs."

This means that basically the Republic of Portugal will be raising bonds, issuing notes and employing similar instruments to get capital in the domestic markets of countries such as West Germany and Japan.

Portugal's foreign reserves are at their highest level in a decade, all

its 650 tons of gold are unencumbered and its current-account deficit at the end of this year is likely to be below \$150 million, down from a \$3.2-billion high at the end of 1982.

On the bleaker side has been two years of negative economic growth, a major fall last year of around 10 percent in real wages, rising unemployment and dampened domestic demand in a stagnant economy.

In view of these figures, the central bank governor, Vitor Constâncio, has said that a moderate refraction program, aiming at between

Portugal is far sounder financially than at any time in the past 10 years because of the austerity program.

3-percent and 3.5-percent growth in gross domestic product, is feasible, bringing with it a 1986 current-account deficit of around \$600 million.

With the big battle to stanch the wounding external debt levels won, tactics have now switched to dealing with persistently high domestic inflation, which averaged 29 percent in 1984, and the accompanying equally high interest rates, hovering at 34 percent.

Foreign bankers have unanimously praised the financial turnaround brought by Portugal, saying that as a result Lisbon can expect to obtain loans with greater ease and at better spreads in a competitive environment.

A banker with many years of experience in lending to Portugal said: "There has been a perceptual improvement of Portugal's image as a borrower over the past two years, which means she can arrange loans at terms and prices that are very favorable."

He said that previous difficulties faced by the central bank in repaying a hump of loan amortizations in 1984 and 1985 have been resolved. This means that Portugal would need to borrow less to meet its normal amortization program.

"The country in 1986 will have a more comfortable maturity profile," he said, referring to foreign loan levels.

Bankers have not been caught unawares over the planned borrowing strategy for next year.

"Because of the improved financial situation and the inflow of EC money, we had expected Euromarket borrowings to be sparse in 1986," said one banker. He felt, however, that there would still be good business available in refinancing the foreign debt, which totaled \$14.9 billion at the end of 1984.

The incoming Social Democratic prime minister, Aníbal Cavaco Silva, 46, a British-trained economics professor, is committed to repeating the kind of minor economic miracle he wrought when he was finance minister in 1979-80.

But experts warn that conditions are no longer the same and that he will have to stick very closely to a carefully controlled classic economic refraction program if he wants to avoid a repetition of the 1982 debt problems.

Mr. Cavaco Silva has appointed a strong economics team in a small technocratic cabinet.

He appears set to work closely with his financial advisers to bring about an economic transformation through the use of the budget, the national plan and EC development funds.

In the process he will leave the political orientation of the minority government in the hands of a senior party colleague and home affairs minister, Eurico de Melo, a kind of collegiate leadership that could produce surprising results.

Mr. Cavaco Silva has pledged measures to restore business confidence, bring inflation down to around 15 percent, reduce the 11-percent unemployment rate, introduce an equitable tax system attractive to investors and revise the finances of the overextended and erratically managed public sector.

Many economists believe he will start by stimulating the construction industry with a significant public-works program, which will give priority to major freeway construction, schools and housing.

For his part, the new finance minister, Miguel Cadilhe, has said that he believes in "a financial dictatorship within a democratic state."

He intends to reduce the budget deficit to zero over the next four years. He said that the country's unhappy 10-year record of stop-and-go economic development must be replaced by fundamental medium-term investment for development and structural changes to meet the demands of EC membership.



Carlos Solchaga, Spain's economy and finance minister, left. Agricultural exports played an important role in delaying Spain's entry into the European Community. Above, olive groves near Jaen; at right, rice fields near Tarragona.



Spain Enters Ranks of Sought-After Borrowers

By Tom Burns

MADRID — At the beginning of this year the feeling among monetary and economic officials in Madrid was that Spain had turned a financial corner. Nearly a year later the hunch has strengthened. Spain, for the second consecutive year, finds itself in the enviable position of being a sought-after borrower—a situation that allows it to use its market strength to pay back debts and negotiate new ones on better terms.

The corner appeared to be rounded at the end of 1984 when Spain registered a current-account surplus for the first time since 1979. The surplus stood at \$2 billion, in stark contrast to a \$2.5-billion deficit the year before.

The turnaround was attributed to a boom in exports, which increased by 20 percent in real terms, and to record tourism receipts that were \$1 billion up on those of the previous year. A parallel surge in foreign investment lifted international reserves by \$4.6 billion to put them at \$15.7 billion at year's end.

Exports and tourism receipts after a sluggish start this year climbed briskly after the first quarter, and officials say that Spain is on target to repeat a current-account surplus of about \$2 billion.

The reserves total at the beginning of the year prompted authorities at the Finance Ministry to point out that the \$15.7-billion total was equivalent to just over half the external debt, which stood at \$29.5 billion in December 1984 and the 50-percent ratio this signified was the highest within the Organi-

zation for Economic Cooperation and Development. This ratio looks likely to continue and could be improved.

The greatest cause for rejoicing at the end of last December was that year-to-year inflation had been brought down to 9 percent. This was the first time that Spain had recorded single-digit inflation since the mid-1970s, and the 1984 figure compared more than favorably with the 14.4-percent inflation rate in 1982 when the present Socialist government took power.

Continued orthodoxy on the economic front—the government has endured labor unions' criticism that its program is "Thatcherite"—has meant that inflation is likely to be further reduced this year.

Inflation hastened its pace in the first five months of this year, rising to 10.2 percent over the previous 12 months in April, but by the third quarter it appeared well under control and the government forecast of a 7-percent rise in the consumer price index over 1985 appears to be on target.

The statistics on the reserves, on the current-account balance and on the price index have turned encouraging just at the right time, when Spain most needed an economic shot in the arm. This is so for two reasons: Next year Spain will become a full member of the European Community and, again next year, national elections are due as the four-year mandate of Felipe Gonzalez's Socialist government expires in October.

EC membership will severely test the Spanish economy. It is estimated that the tariff dismantlement and the acceptance of the common ex-

ternal tariff over the seven-year transition period will effectively cut the present protection enjoyed by Spanish industrial produce by half.

The Spanish economy has grown in the last 25 years in a hot-house of protectionism and it is to be suddenly exposed to the chilly economic winds of northern Europe. In addition, the introduction of value-added tax on Jan. 1 will prompt an inflationary effect of between 1 to 2 percentage points according to government officials, and 3 to 4 percentage points, according to independent economists.

While it was crucial for the government to have Spain as finely tuned economically as possible on

the eve of EC membership, it was also important to be able to claim a degree of success for its continued austerity programs as national elections loomed less than 12 months away.

The economic performance this year gave the government the necessary confidence to stick by its policies and to reject scintillating calls for a "cheerful" and "electoral" budget. In the event, the 1986 budget, masterminded by Carlos Solchaga, who took over as economy, finance and trade minister from Miguel Boyer in July, is more of the same medicine.

Mr. Solchaga, who characterized his budget as "tremendously austere," has cut back sharply on public spending, has programmed pub-

Latin American Debtors Resist IMF Terms

(Continued From Previous Page)

the end of the decade, according to estimates by the United Nations Economic Commission for Latin America and the Caribbean. Interest payments take up nearly a third of the region's export earnings. Economists and political leaders fear that the huge foreign debt is being woven into Latin America's economic fabric, creating a pattern of financial dependence and net capital outflow that could prove politically as well as economically destabilizing for the entire region.

"We think the industrialized countries are gradually coming to realize that the debt issue is not just an economic problem, but a political problem, and it must be handled politically," a senior Ecuador-

an official said. "Until now, it has been treated as simply a financial matter, and that approach obviously isn't working."

Bankers see as especially worrisome the growing resistance in Mexico to the government's commitment to full and prompt debt payment. Considered until recently as a model debtor, Mexico consistently has opposed requests for a payment suspension and looked askance on interest caps and other proposed service-constraining mechanisms.

But Mexico is gradually shifting its stance. Since the Sept. 19 earthquake demolished \$4 billion worth of schools, hospitals, housing, offices and public services, even conservative businessmen have called

for the demands for better repayment terms. Privately, following the lead of the Venezuelians and the Peruvians, Mexican finance officials have discussed limiting debt servicing to a more tolerable fraction of export earnings.

Before the earthquake, Mexico was already hardening its position. On Aug. 25, in New York, Finance Minister Jesús Silva Herzog gave a clear warning to Mexico's creditors as he signed what was said to be the largest single loan agreement in commercial banking history, a 14-year rescheduling of half of Mexico's \$29.5-billion debt.

The second was hailed by prominent bankers as a blueprint for the resolution of the debt crisis.

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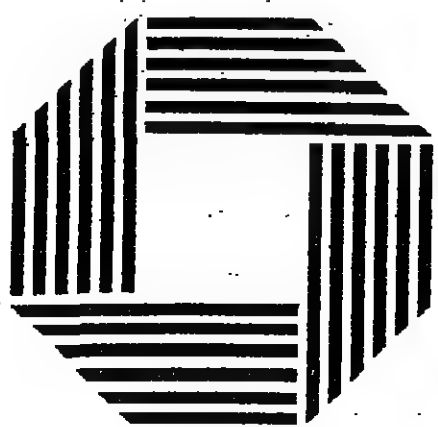
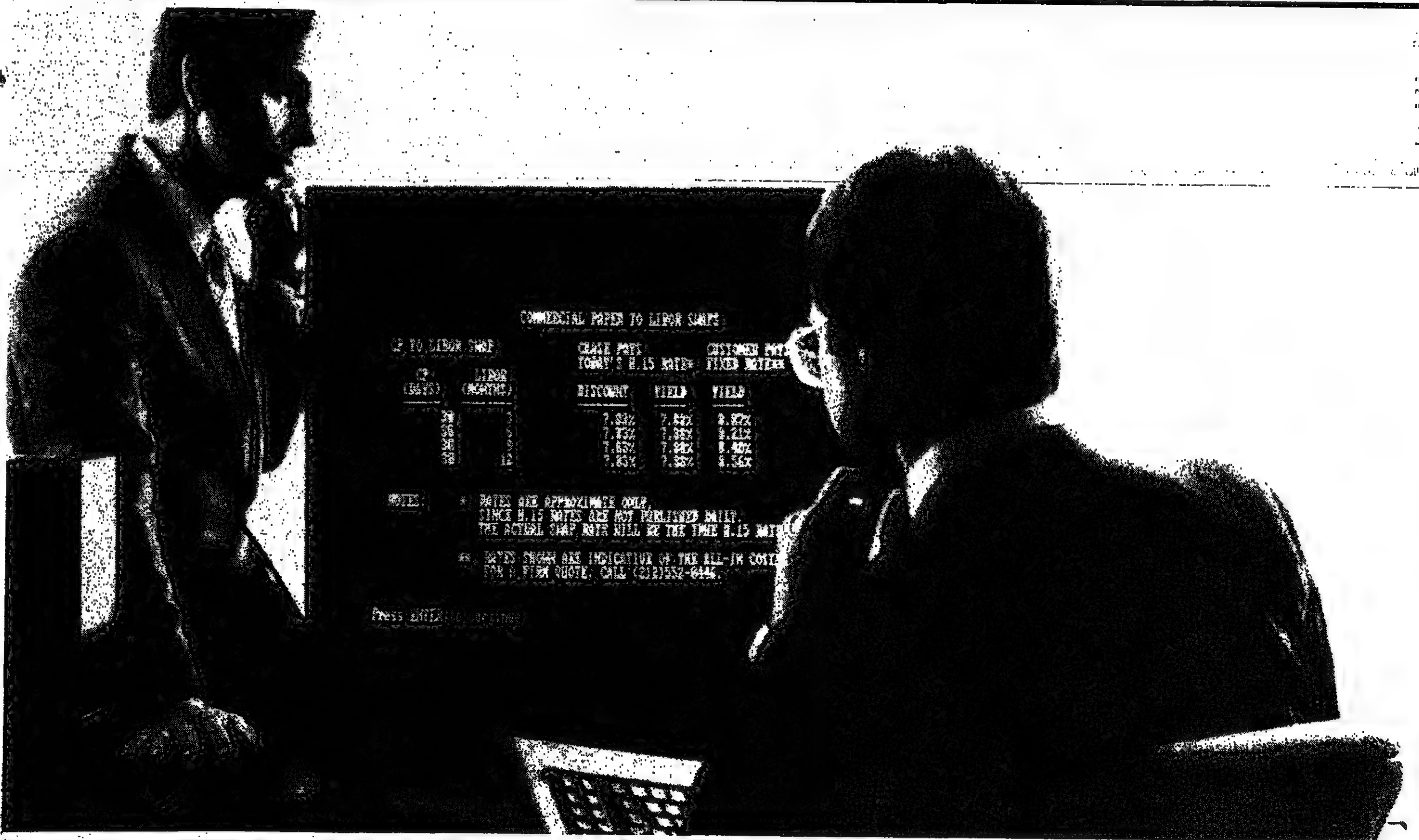
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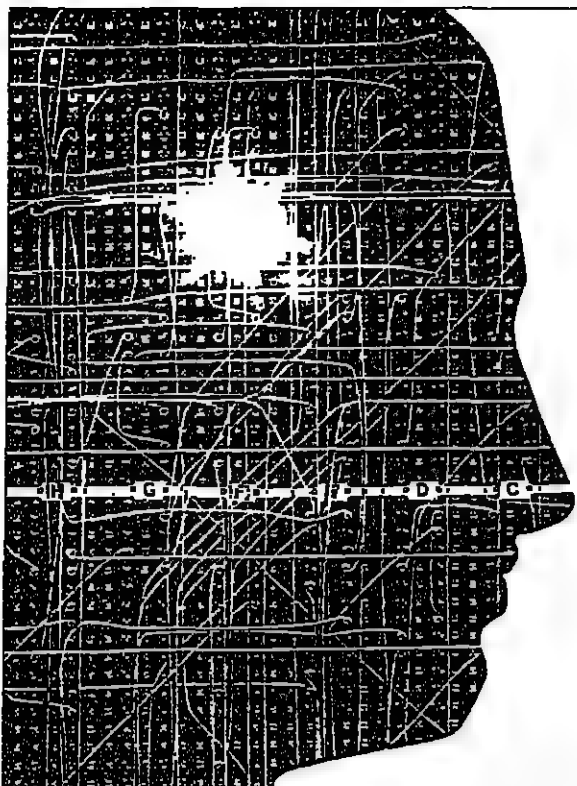


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Luxembourg Bucks World Debt Crisis

By Edward Roby

LUXEMBOURG — When the international debt crisis caught up with the free-wheeling Eurocredit market almost four years ago, Luxembourg's future as an offshore financial center suddenly looked clouded.

Traditional syndicated lending, which had been a mainstay of the financial center's rapid growth in the 1970s — the period of massive recycling of petrodollars — received a numbing shock from which it has not yet recovered.

Problem borrowers were kept away from the lending windows, leaving the banks to scramble for the business of the remaining first-class addresses that could afford to be selective. The resulting margin squeeze was compounded by stiffening competition, not only from London and the international banking facilities in the United States but also from the new Asian dollar banking centers.

Aroused regulatory authorities, meanwhile, began cracking down on some of the liberal lending ways of the past. Even in tolerant Luxembourg, the Institut Monétaire Luxembourgeois was brought into being with oversight powers that made it look suspiciously like the beginning of a Luxembourg central bank.

Not surprisingly, banking business volume in Luxembourg has spent the first half of this decade in what is politely called a consolidation phase. The combined foreign assets of the center's banks have simply stagnated around \$84 billion the past two years, down from a peak of \$89 billion in the pivotal year of 1982.

But consensual lending activity and bank balance sheets tell only part of the story. In many other ways, the Luxembourg banking community has been coping quite successfully with the continuing, profound shift in the structure of the vast \$2.2-trillion Euro market.

Luxembourg is still clinging to its place behind London and Paris as Europe's No. 3 financial center, with a Eurocurrency market share of just under 10 percent. And it remains the premier center for Euro-DM transactions.

The number of foreign banks represented in the Grand Duchy at mid-1985 reached a record 118, a clear sign that there is still plenty of money to be made.

"We have reached cruising altitude where we are both comfortable and highly profitable," one

Luxembourg banker remarked in answer to all the talk about stagnation and decline.

The robust bottom line is, in fact, the perfect squelch for some of Luxembourg's rivals and detractors. Astonishingly, the financial center recorded its two most profitable years in 1983 and 1984, despite the turmoil in the Euro market.

Combined bank earnings before taxes and reserve allocations rose to 68.7 billion Luxembourg francs (\$1.3 billion) in 1983 from 57.3 billion francs in 1982 and slipped only slightly last year to 67.5 billion francs. Average yield on assets retreated to a still respectable 0.98 percent last year after the 1983 high of 1.1 percent.

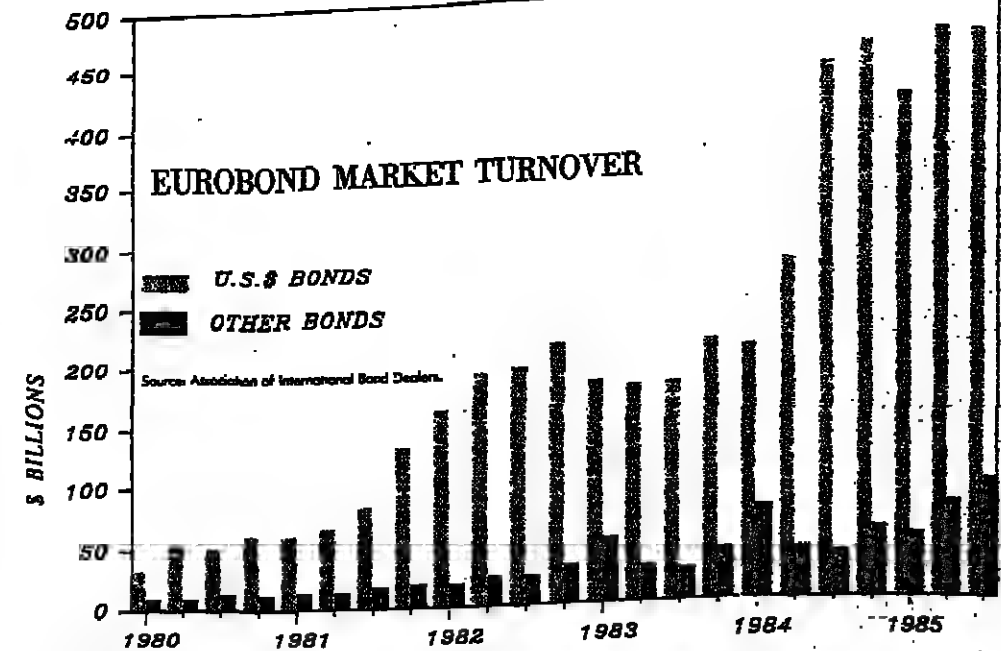
Just how this feat was accomplished remains something of a Swiss-like banking secret. But Klaus Zapf, managing director of Compagnie Luxembourgeoise de la Dredner Bank AG, which even managed to top its good 1983 results last year, said the key was finding cheaper refinancing sources and new ways to make money.

Very little of the profits earned by the German banking group in Luxembourg, however, is being repatriated to the parent banks in West Germany. The bulk of it is being plowed back into untaxed risk reserves these days and probably for the foreseeable future.

Confronted by high risks and pinched spreads in Euro lending, the Luxembourg banks made an intense effort to diversify their business and tailor their services to the needs of client firms and private customers. The aim, said Werner Blessing, who sits on the board of both the Deutsche Bank and its market-leading Luxembourg unit, was "to eliminate cheap credit and shift to businesses that do not tie up capital."

Takeover loans to the U.S. oil corporations helped boost the volume of Eurocredit last year to \$112 billion from \$74 billion in 1983, but standard, internationally syndicated Euroloans were down again. Only about \$30 billion appeared to be new lending while most borrowers were taking advantage of favorable market conditions to restructure existing debt.

The important Eurobond market, however, continued its expansion. Total issue volume climbed to \$107 billion from \$76 billion in 1983. Around \$60 billion involved new Eurobonds, up 63 percent from \$49 billion in 1983.



Global Capital Markets Post Record Volume

(Continued From Page 9)

term loans that were on their books until repaid.

At the same time, it has sparked a contest in financial engineering where swaps — interest rates, currency rates, or both — are used to effect a lower cost of borrowing than could otherwise be achieved.

Salomon Brothers, for example, estimates that some \$20 billion of this year's business will be related to currency swaps. Interest rate swaps account for at least as much, but most likely more.

The rush for cheaper financing is shown in the latest data published by the OECD. Early redemptions of bond issues so far this year totals \$13.2 billion, about a sevenfold increase from the \$800 million of last year.

Substantial prepayments of bank loans — not easily measured — have also been financed in the bond market. Meanwhile, renegotiation and refinancing of bank loans identified as such — no doubt, there are more that escape public view — total about \$33 billion, almost double last year's figure and a thirtyfold increase from 1983.

All this coincides with a burst of activity in the capital markets for floating rate notes. FRNs have all the characteristics of a syndicated bank loan — a fixed margin of interest over the London interbank rate — but are listed securities and, therefore, tradeable.

FRNs now account for the bulk of the business in the Eurodollar sector of the Eurobond market — about 52 percent so far this year, compared with 47.5 percent last year and only 29 percent in 1982. Smaller markets for FRNs denominated in sterling, European currencies

units and, more recently, Deutsche marks put the FRN share of the total international capital market at 24 percent, a threefold increase from 1982 and up 22 percent from last year.

Most analysts attribute this boom to the debt crisis.

Treasurers who had been big buyers of bank-issued FRNs became worried about the fragility of the banking system and more responsive to paper issued by non-banks. This contributed to opening this market, which had been almost exclusively the preserve of banks, to sovereign and high-grade corporate borrowers. Since the debt crisis began, nonbank issuers have accounted for more than 40 percent of the FRN market.

Meanwhile, banks themselves, preferring to hold securities rather than loans, increased their participation as buyers as well as issuers of FRNs. All banks were under pressure to increase their capital base, producing a steady increase in bank-issued debt — subordinated securities or perpetual notes that resembled preferred stock. And with the loan market stagnating, the banks were flush with cash that they were ready to place in the FRN market. In many cases, banks were buying bank-issued FRNs simply to replace less remunerative private credit lines that had previously existed between institutions.

With the inflow of liquidity came a compression of costs. The once-standard FRN margin of 1/4-point (25 basis points) over the interbank offered rate was cut in half and then half again. The base rate shifted from the offered rate to the bid rate, an immediate saving of 1/4

point that normally separates the bid-offered quotes and a potential saving of unmeasured importance.

In the past, financial accidents or scares have produced dramatic temporary widening between the bid and offered rate. By issuing debt based on the bid rate, borrowers now see the possibility of insulating themselves against getting caught by such a widening in the differential. And thus, the best-rated sovereign and state-owned entities rushed to replace bank loans tied to the offered rate to less expensive and bid-rate based FRNs.

Of late, even cheaper finance is available through the sale of Euro notes or commercial paper.

While arranging and underwriting all of this business has meant big fees for the banks, the picture is not all that rosy. Another way of looking at it is that the commercial banks have lost their highest quality credit business to the capital markets. The banks can continue to hold clients on these top borrowers in the form of capital-market securities, but for much less profit than they had previously earned on direct loans.

Equally worrisome is the prospect that the banks now are motivated to blow up the volume of their activity — to boost current fee income. Will that push them to do business that increases long-term risk (writing swaps) or decrease long-term profitability (underwriting low-cost Euro notes)?

In other words, are the banks becoming addicted to volume, where the need to earn fees drives them to do business that runs counter to their own long-term profitability?

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Gulf Deficits Limit OBU Recycling Role

By Anne Fyfe

DUBAI — When the offshore banking experiment was inaugurated in Bahrain 10 years ago, Manama's niche in the world markets was envisaged as a conduit through which the surplus petrodollars of the Arab peninsula — the post-1981 oil glut was not in sight — would reach regional and international borrowers.

Bahrain would plug a gap in the time zones between the West and the Far East, and if the OBUs incidentally woke up the cozy world of Gulf commercial banking, that would be an added bonus, the argument ran. Implicit in the argument was the assumption that the neigh-

boring monetary authorities, meaning the Saudi Arabian Monetary Agency principally, would not actively discourage the units' recycling role.

The time-zone argument was overtaken by changes in working practices; the Gulf states' official surplus-managing bodies did not change their behavior in favor of Bahrain, in any case, the budgetary surpluses are now deficits and all the major authorities have acted to keep their liquidity out of Bahrain. But only three OBUs have pulled out, out of the peak number of 72, and the rest, though slimmer in size, increased their lending by 15 percent last year.

SAMA's concerns have been to allow Saudi Arabia's own banks to grow in sophistication without unequal competition from the offshore units and to prevent its riyals from being traded beyond the monetary agency's control.

In 1979, the kingdom ceased pricing contracts in riyals and changed to dollars. This was done to reduce the demand for forward riyals, which Bahrain had hastened to meet; then in January 1983 came the key Saudi policy decision, that the kingdom's banks were not to invite nonresident banks to participate in riyal syndications without prior permission from SAMA. More than once since then, in its relatively frequent currency adjustments, SAMA has moved the riyal in the opposite direction to that on which Bahrain was speculating.

Both of the other erstwhile big-surplus sheikhdoms, Kuwait and the United Arab Emirates, have had compelling domestic reasons to keep liquidity at home. Originally in Kuwait's case this was to encourage its dinar bond market, and then, in both cases, it was for the sake of their crisis-ridden domestic banks. These reasons are not about to disappear.

Nonetheless, nearly 70 percent of the offshore units' funds are now of what the Bahrain Monetary Authority classifies as regional origin, a proportion that has grown from about 50 percent in the earlier years. The dollar accounts for more than 70 percent of all assets and liabilities, but of the 23 percent of

liabilities that are in regional currencies, about two-thirds are thought to be offshore riyals.

Less than a quarter of their deposits (\$14.9 billion out of \$62.7 billion at the end of 1984 and \$12.6 billion out of \$57.2 billion in June 1985) are from nonbank sources. This high-cost, short-term nature of their funding continues to be one of the OBUs' main problems.

Assets peaked at \$63.5 billion in the first quarter of 1984 but at the end of 1984 failed for the first time to show a year-on-year rise, stagnating at \$62.69 billion. This compared with \$62.74 billion at the end of 1983. The end first-half 1985 figure was down to \$57.2 billion. Just under half of all assets are held in the region — a proportion that has declined in the 1980s — and just over half are held by the Arab banks, a proportion that is increasing at the expense of the European banks. Lending to non-banks grew by 15 percent in 1984 to \$18.4 billion — which the Bahrain Monetary Authority sees as encouraging — but declined again in the first half of this year to \$16.9 billion.

Conducting the regional surplus to borrowers translated into two main lines of activity, syndicated credits and servicing contractors working in Saudi Arabia. The slump in the volume of world syndications, the cash-flow problems and rescheduling now afflicting some large Saudi clients and the planned cutback in the size of the construction sector in the kingdom's fourth five-year plan (1985-90) have all been serious for the OBUs.

Arab Banking Corporation and Gulf International Bank, the two big-capital Arab offshore units that were created at the beginning of the experiment, said at the time that syndications just happened to be a convenient source of fee income for their early days, rather than a permanent specialization.

For others, a cocktail of trade financing (now in the doldrums with imports declining), money-market dealing and services to clients from the home country working the region has turned out to be the daily content of the Bahrain

operation. For most, the combination of high-cost money, high local overheads and fine spreads in a market that is shrinking generally and in which the demand for Saudi riyals is unsteady, has led in 1984 and 1985 to a profound identity crisis. The growth of London as an alternative center for riyal trading has not helped.

The three OBUs that have pulled out were in some sense not typical. One was Continental Illinois, the others Security Pacific and Banco Comercio e Industria de São Paulo. More indicative has been the closure of two dealing rooms — Barclay's and Midland's. Cost-cutting and, in particular, staff reductions have become general.

For the future, assets in the Far East is the current vogue, together with fee-generating services and other individual paths, including personal portfolio management marketing, acquisitions in the case of Arab Banking and a complete turnaround in that of United Gulf Bank, which is switching to investment services — none of which constitute a niche in the world markets, which is Bahrain's exclusive preserve.

One of the reasons for the unattractiveness of regional risk is the very fundamental, determining issue of the legal framework. When the client-bank relationship was a happy one back in the boom days, the issue that really defines whether the Gulf has a place in the world banking scene was veiled from sight.

Banking is a secular activity and the Gulf is not a secular society. Local courts are increasingly uncomfortable about enforcing non-Islamic law against Moslems in favor of banks; where they do, enforcing their judgments is not automatically feasible in real political terms. Neither Bahrain nor its neighbors seems close to resolving that contradiction.



The clearance room at the Bank of Kuwait and the Middle East.

Swap Deals Are Maturing Worldwide

(Continued From Page 9)

Renault declared the swap was in default and demanded release of the collateral (in the form of a \$2-million Treasury note) that the institution had deposited with the Bank of America.

Beverly Hills has since been reconstituted by the Federal Home Loan Bank Board and is arguing, along with Bank of America, that since Renault has suffered no loss, it does not have the right to terminate the swap and, therefore, has no claim on the collateral. A California court granted Beverly Hills an injunction preventing Bank of America from releasing the collateral to Renault, but the case has yet to be settled.

Swap-market players hope that a clear ruling in the case will give a further boost to the development of the secondary market. Both the newly formed International Swap Dealers Association and the British Bankers Association have issued guidelines to help standardize documentation and thus increase market liquidity. But secondary market growth will also need agreement on provisions for bad credits — at the moment, few banks agree about the subject of collateral. Some differ over the required amount.

"One or two Japanese banks expect 125 percent of the value of the swap, revalued every week," explained one swap trader. "But we want only 10 to 20 percent." Others think that the question of collateral is only slowing the development of the market since top-rated corporations will not agree to provide it. In any event, the Beverly Hills case raises the question of how much security collateral provides.

The coming year will undoubtedly see swap-market growth as corporate treasurers become more aware of the liability management possibilities that swaps can bring.

However, the narrowness of swap margins and the lingering problem of default create the real possibility that some of those banks that are now rushing into the market may regret it.

But despite the unanswered questions, swap traders are confident about the future.

As one leading swap trader put it: "There's no way this market is going to die."

U.S. Banks: Offshore Facilities Widen

(Continued From Page 9)

agencies, while in Florida they comprise only about one-third of the total.

The IBFs tied to U.S. banks tend to raise a substantial portion of their funding from American as opposed to foreign sources. Those associated with foreign bank branches and agencies, on the other hand, tend to match much more closely their claims on non-U.S. residents with liabilities owed to the same group.

The rapid growth of the facilities in Florida has puzzled some observers because the total volume of loans booked there is minuscule compared with New York and California. According to a New York bank official, some Florida institutions may be using the facilities as evidence that they are, as they claim, international in their operations, even if that claim is hardly justified. Creation of an IBF requires little more than sending a letter to the Federal Reserve promising to obey all the regulations.

The existence of an IBF can provide substantial tax advantages for a bank at the state and local level. A number of states have adopted special tax legislation that generally excludes IBF operations when calculating how much of a bank's business is done within the state and therefore subject to state and local taxation.

Before 1981, banks sought to accomplish the same goal by setting up shell branches in the Caribbean, but some states had begun to try to tax profits from such branches.

In 1978, New York became the first state to pass IBF legislation, which it modified this year to make IBF operations there still more attractive. The general argument used by proponents of the laws was that it would encourage banks to conduct operations in New York.

There are no federal tax advantages for U.S. banks having an IBF, since the institutions that have them generally must consolidate their worldwide income for federal tax purposes.

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A SPECIAL REPORT ON EUROMARKETS

China Increasing Activities on World Markets

By Patrick Smith

HONG KONG — As its modernization plans proceed, and as global interest rates decline, China is substantially increasing its activity in the world's major capital markets.

So far this year, Chinese institutions have issued \$818 million in medium-term debt instruments — seven fixed-rate bonds and a floating-rate certificate of deposit. Together these are worth more than four times the value of similar issues by China in the previous three years combined.

These securities amount to a tiny fraction of this year's new issues in the Eurobond market. But financial analysts here view them as an indication of China's growing familiarity with world markets and its increased desire to tap them.

"The Chinese have been dabbling in the capital markets for several years," said a banker with close ties to the mainland. "Now they recognize that there is a huge pool of money available for the mega-financings they will require to develop their economy."

As it has in the past, China is expected to continue stressing multilateral loans and government-to-government credits as primary sources of external finance. These include World Bank loans and export-import facilities tied to specific purchases of capital equipment from abroad.

But the drop in interest rates since their peaks in 1981 has made commercial sources of credit substantially more accessible to China.

Beyond this, China also wants its enterprises to learn how to survive

in an unsubsidized environment. And it has demonstrated some reluctance to use arrangements, such as supplier credits, that have stringent conditions attached to them.

Given these considerations, bankers here view China's entry into European and Asian debt markets as a logical step.

"They seem to have analyzed the options and recognized the bond markets as the best place to go," said Oliver Greeves, managing director of Chase Manhattan Asia in Hong Kong. "It's the cheapest money and the best terms."

In July, Mr. Greeves arranged a five-year, local-currency bond worth \$39 million for the China International Trust and Investment Corp. (Citic). At an interest rate of 9½ percent, it was the cheapest fixed-rate financing ever obtained in Hong Kong dollars.

Although many bankers bridled at the pricing, Chase formed a consortium of 17 underwriters, many of whom valued the opportunity to build relationships with a Chinese institution.

China has had similar experiences in other markets. This year it has placed \$474 million in four yen-denominated bonds issued in Tokyo and raised 300 million Deutsche marks (\$105 million at the exchange rates then prevailing) in two issues in Frankfurt.

Citic, a cabinet-level enterprise founded in 1979 to attract foreign investment, was responsible for one yen bond and one Deutsche mark bond; the rest were issued by the Bank of China, Beijing's foreign-exchange bank.

Both institutions on-lend their funds to specific projects, generally those generating their own foreign

exchange or those substituting domestic products for imports. The other priority is basic infrastructure, such as roads, harbors and energy projects.

Because much of China's investment is now concentrated on long-term development, Beijing is likely to avoid the syndicated-loan market, where funds are relatively expensive and extended for shorter terms.

Legal sources suggest that China is also avoiding the British and U.S. bond markets because of lingering disputes related to bonds issued before the Chinese revolution in 1949. Beijing, terming such issues "odious debts," has denied responsibility for them.

"The Chinese are making salami-slicing gestures to test official reactions in various markets," a British attorney here said.

Thus far there has been no government opposition to Chinese debt issues in the markets that China has selected. Nor do bankers consider the old bonds a hindrance.

In London last September, the Bank of China skirted the problem by issuing a certificate of deposit — five-year, floating rate CDs worth \$200 million.

But bankers emphasize that China has so far taken a standard route through Tokyo and Europe to establish a reputation in the marketplace before submitting to stringent U.S. rating standards. In Tokyo, issues this year have had double-A and triple-A ratings.

Despite restrictions imposed this year on imports and foreign-exchange outflows, most bankers expect China to continue borrowing from commercial sources abroad, particularly in view of a dramatic drop in the nation's foreign-exchange reserves this year. And although hard-currency spending will be carefully controlled, investment authority is still being decentralized.

As an indication of this, bankers say institutions in Guangdong and Fujian provinces are likely to issue their own bonds next year. The Guangdong International Trust and Investment Corp. has already announced plans for issues in yen and Hong Kong dollars.

"It's impossible to judge how much China will borrow, but I think it will be substantial," said Mr. Greeves. "Their debt capacity is enormous, and the scarcity of Chinese paper means they can get finer terms than a borrower might normally expect."



Construction in China's new economic zone at Shenzhen.

Downside Risks Put Brake on Australian Market

By Patricia Angly

SYDNEY — The continued slide of the Australian dollar, an overhang of available paper and concern about the lack of depth in secondary markets has put a brake on the EuroAustralian dollar market in recent weeks.

After a startling growth in late 1984 and the early part of this year (total volume of 10 issues in 1984 worth 361 million Australian dollars to 76 issues from January through September 1985 worth 3.715 billion dollars) a reduction in arbitrage spreads and a lack of institutional support have whittled away intrigue about what one Australian banker calls the "exotic currency" market in Europe.

"There is no doubt that there is a sign of overhang of paper now and quite a lot of Australian-denominated bond paper is directly looking for a home," said Paul Rizzo, the general manager, international, of the Melbourne-based ANZ banking group.

"I think it's because of the arbitrage that was available in the beginning with swaps and that isn't there now. Before it was a play on a combination of high interest rates and the feeling that the currency didn't have any downside risk. Now I think there are a lot of people holding paper they'd love to sell down," he said.

According to a recent article in the Australian Financial Review, the early 1985 reaction to Australian paper was based on the idea that "for European investors and analysts the Australian dollar was oversold relative to an underlying

Australian inflation rate of between 5 and 6 percent."

In the months to April, the Australian dollar had fallen from .83 to .66 against the U.S. dollar. On a trade-weighted basis the depreciation was 20 percent.

This month's renewed attack on the Australian dollar, dragged down at one point to .65 against the U.S. dollar, would have done nothing to improve the marketability of Aussie paper, which is already under siege due to the more general arguments that the Australian economy may not really be on the rebound.

It is a feeling shared now by many both within Australia and in international organizations and is based in part on a growth of the M3 money supply of over 14 percent, a public-sector borrowing requirement of 7.5 percent of gross national product and a current-account deficit of 5 percent of GNP. Figures released in mid-November showing a record 1.64 billion dollars current-account deficit for the month of October did nothing to relieve immediate uncertainty, pushing interest rates to a three-year high.

Trevor Rowe, a vice president of Salomon Bros. in Sydney, said: "If one wants to come to the EuroAustralian dollar market, right now with the outlook for the dollar it's not easy. There have been two issues in the last fortnight, but the frequency of issues has dried up and the market is certainly oversold. The street is as long as they say."

What is lacking in Europe is any institutional appetite for Australia-

lian-dollar-denominated paper, and that has been a factor since the ball really got rolling at the beginning of the year.

Most of the 3.7 billion dollars' worth of various issues have apparently gone into the hands of private clients, and thus there is very little secondary-market making in the EuroAustralian dollar market. According to Donald Bryden and David Kent of the Banque Paribas Capital Markets Ltd. in London, "prices move up and down substantially if the buy or sale order is over 250,000 dollars and the bid/offer spreads are very wide. The market has been very much one way — a small movement in either direction affects most of the market."

Another important factor is that the current very high short- and medium-term Australian interest rates (the prime rate is now 18.75 percent and may soon move up to cover 30- to 180-day rates of over 17 percent) make it prohibitive for institutions to fund their investments. A little over a week ago, overnight cash rates rose to 18.25 percent and 90-day bank bills to 18.75 percent.

And the fact that issues for Australian borrowers are paid in U.S. dollars, because of Australian withholding tax legislation, has not contributed to the evolution of the market.

The market may well get another lift through innovative products. Until recently all Australian issues had been straight issues. But there has recently been one Australian-dollar shogun issue and the first Australian-dollar floating rate

note. Market watchers are also predicting the development of a zero coupon EuroAustralian-dollar issue or a EuroAustralian-dollar convertible issue.

According to Mr. Rowe, of Salomon Bros., "the Eurokiwi [New Zealand dollar] market has also been 'fairly difficult' during the year; it went fairly quiet but more recently there have been some new issues offering higher rates."

Two, led by Paribas, were each for 50 million New Zealand dollars over three years with an 18-percent coupon, well above the 16-percent prevailing for issues in August. The clients were Fiat and Paribas Luxembourg. The total kiwi-dollar figure over the Euromarket for 1984 and 1985 is nearly 2.684 billion New Zealand dollars.

The recent sluggishness of the New Zealand Euromarket may well be due in part to the watchful eye that the Reserve Bank of New Zealand keeps on offshore transactions. While there is no formal vetoing, in April 1985 in conjunction with the Treasury Department, the central bank introduced an "informal notification system" with regard to borrowers entering the New Zealand dollar Euromarket. And despite the reduction of issues the Reserve Bank made it clear again in early November that it wants to continue to "monitor the notification system."

And the fact that investors now have two other currency sectors offering comparable coupons and returns (the Eurofranc and Euro lira) may well mean that the EuroAustralian market in particular has already enjoyed its heyday.

Singapore Remains Frustrated in Bid To Become Asia's Financial Center

By Dinah Lee

HONG KONG — Only three years ago it was common to hear of a race between Singapore and Hong Kong to become the dominant financial services center in Southeast Asia.

No one refers any more to such a contest partly because Hong Kong has weathered two years of uncertainty over its political future after 1997, when it reverts to Chinese sovereignty, and has emerged with a more clearly defined role as a crucial source of funds and know-how for China's modernization.

Recent moves in Tokyo to liberalize Japan's financial markets have also added an element of uncertainty in any regional race for financial business, a worry acknowledged by Richard Hu, the chairman of the Monetary Authority of Singapore, the quasi-central banking body.

In the meantime, Singapore's general fortunes have nosedived and analysts are predicting a retraction of the economy by as much as 5 percent by the end of the year. This would be the country's worst economic performance in two decades.

The financial sector, which contributed an average of 20 percent of Singapore's gross domestic product

growth over the past five years, now threatens to be the hardest-hit area of the economy. Some banks are expected to report as much as a 15-percent drop in earnings this year over last year.

A key component in Singapore's bid for dominance as a regional financial center was the Asiadollar market formed by the Singapore government in the early 1970s.

In effect, the Asiadollar market is merely an extension of the Eurodollar market operating mainly out of London, offering round-the-clock, round-the-world opportunities for interbank borrowing and lending once London closes for the day.

This market expanded rapidly in its first 10 years from \$6 billion in 1972 to \$103 billion at the end of 1982. Because of increased economic uncertainty in the region and the speculative nature of many of the transactions, Asiadollar activity among institutional depositors slowed down, but the Asiadollar survived a market lull through 1983 and 1984 to reach a peak of \$129 billion last May.

"As the Asiadollar market got larger, its growth rate was bound to go down, and as a banking tool, it has settled down into a stable pattern," said a British merchant banker based in Singapore.

Moreover, a continuing criticism of the market has been that much of the Asiadollar business is speculative, with most transactions consisting of interbank credits.

Another development, the introduction of offshore banking units based in the United States, called International Banking Facilities, has resulted in the sharp decline in assets held by U.S. banks in offshore banking centers, including Singapore, according to an analysis of U.S. banking activity recently published by the American Express Bank in London.

Despite these setbacks, merchant bankers based in Singapore say that the Singapore authorities appear satisfied with the performance of the Asiadollar market. But in terms of Singapore's growth into a financial center, they are clearly frustrated with the development of Singapore as a fund management center, the British banker added.

Despite the political uncertainties of the last two years, Hong Kong remains the region's predominant center for fund management.

Singapore has tried to draw more investment management away from other financial centers in various ways, most markedly by offering tax concessions to some of the banks that lend or borrow through offshore banking units, or Asian Currency Units. These are not units of currency, but separate foreign-currency departments in the banks. The tax concessions also apply to interest received by depositors.

So far, only eight of the 176 licensed Asian Currency Units operating in Singapore have been accorded the tax concessions, even though the Singapore government's expressed aim is to boost fee-based income for financial institutions.

Mr. Hu, in a report last July in The Economist, said that the bulk of funds placed in Singapore for management comes from rich, private clients in the region.

"What's missing at the moment is large volumes of institutional money," he said. "The bulk of it is in New York, and even in Hong Kong they have substantially more institutional money being managed."

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NYSE Most Actives					
Vol.	High	Low	Last	Chg.	
BojiTr	15,324	14 1/2	13 1/2	-1 1/2	-1 1/2
BojiTr	15,324	14 1/2	13 1/2	-1 1/2	-1 1/2
BojiTr	15,324	14 1/2	13 1/2	-1 1/2	-1 1/2
BojiTr	15,324	14 1/2	13 1/2	-1 1/2	-1 1/2
BojiTr	15,324	14 1/2	13 1/2	-1 1/2	-1 1/2

Dow Jones Averages					
Open	High	Low	Last	Chg.	
INDUS	14,524	14,524	14,524	14,524	14,524
INDUS	14,524	14,524	14,524	14,524	14,524
INDUS	14,524	14,524	14,524	14,524	14,524
INDUS	14,524	14,524	14,524	14,524	14,524
INDUS	14,524	14,524	14,524	14,524	14,524

NYSE Index					
Composite	High	Low	Close	Chg.	
Composite	11,524	11,524	11,524	11,524	11,524
Composite	11,524	11,524	11,524	11,524	11,524
Composite	11,524	11,524	11,524	11,524	11,524
Composite	11,524	11,524	11,524	11,524	11,524
Composite	11,524	11,524	11,524	11,524	11,524

NYSE Diaries					
Advances	Declines	Unchanged	Total Issues	New Highs	New Lows
Advances	Declines	Unchanged	Total Issues	New Highs	New Lows
Advances	Declines	Unchanged	Total Issues	New Highs	New Lows
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Advances	Declines	Unchanged	Total Issues	New Highs	New Lows
Advances	Declines	Unchanged	Total Issues	New Highs	New Lows

Dow Jones Bond Averages					
Close	Chg.				
Close	Chg.				
Close	Chg.				
Close	Chg.				
Close	Chg.				
Close	Chg.				

NYSE Diaries					
Advances	Declines	Unchanged	Total Issues	New Highs	New Lows
Advances	Declines	Unchanged	Total Issues	New Highs	New Lows
Advances	Declines	Unchanged	Total Issues	New Highs	New Lows
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Advances	Declines	Unchanged	Total Issues	New Highs	New Lows
Advances	Declines	Unchanged	Total Issues	New Highs	New Lows

Odd-Lot Trading in N.Y.					
Nov. 22	Nov. 21	Nov. 20	Nov. 19	Nov. 18	Nov. 17
Nov. 22	Nov. 21	Nov. 20	Nov. 19	Nov. 18	Nov. 17
Nov. 22	Nov. 21	Nov. 20	Nov. 19	Nov. 18	Nov. 17
Nov. 22	Nov. 21	Nov. 20	Nov. 19	Nov. 18	Nov. 17
Nov. 22	Nov. 21	Nov. 20	Nov. 19	Nov. 18	Nov. 17
Nov. 22	Nov. 21	Nov. 20	Nov. 19	Nov. 18	Nov. 17

Standard & Poor's Index					
High	Low	Close	Chg.		
High	Low	Close	Chg.		
High	Low	Close	Chg.		
High	Low	Close	Chg.		
High	Low	Close	Chg.		
High	Low	Close	Chg.		

AMEX Diaries					
Advances	Declines	Unchanged	Total Issues	New Highs	New Lows
Advances	Declines	Unchanged	Total Issues	New Highs	New Lows
Advances	Declines	Unchanged	Total Issues	New Highs	New Lows
Advances	Declines	Unchanged	Total Issues	New Highs	New Lows
Advances	Declines	Unchanged	Total Issues	New Highs	New Lows
Advances	Declines	Unchanged	Total Issues	New Highs	New Lows

NASDAQ Index					
Composite	High	Low	Close	Chg.	
Composite	High	Low	Close	Chg.	
Composite	High	Low	Close	Chg.	
Composite	High	Low	Close	Chg.	
Composite	High	Low	Close	Chg.	
Composite	High	Low	Close	Chg.	

AMEX Most Actives					
Vol.	High	Low	Last	Chg.	
Vol.	High	Low	Last	Chg.	
Vol.	High	Low	Last	Chg.	
Vol.	High	Low	Last	Chg.	
Vol.	High	Low	Last	Chg.	
Vol.	High	Low	Last	Chg.	

AMEX Stock Index					
High	Low	Close	Chg.		
High	Low	Close	Chg.		
High	Low	Close	Chg.		
High	Low	Close	Chg.		
High	Low	Close	Chg.		
High	Low	Close	Chg.		

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Prices Decline on the NYSE

NEW YORK — Prices on the New York Stock Exchange closed lower Monday as investors took profits after a series of record-setting advances.

The Dow Jones industrial average fell 7.68 to 1,456.65.

Broader market indicators also receded from highs set Friday. The New York Stock Exchange index fell 0.65 to 115.59 while Standard & Poor's 500-stock index lost 1.17 to 200.35. The price of an average share fell 20 cents.

Declines outpaced advances by a 2-1 ratio. Volume totaled 91.7 million shares, down from 133.8 million Friday.

Analysts said investors had taken profits after recent gains.

Alfred Goldman, stock market strategist at A.G. Edwards & Sons, said the view of some economists and analysts that the rally in the bond market has run out of steam may have pressured the stock market. But he said under any circumstances, a correction at this point in the market's upward path was "very normal."

Despite the day's loss, Mr. Goldman said the stock market had not completed its rally. The Dow will move up to 1,500 before a "meaningful" correction begins, he said.

"This market is going to give us a Merry Christmas before it gives us a New Year's hangover," Mr. Goldman said.

"The market is just experiencing some consolidation after its rather meteoric rise," said William Ruffery of Smith Barney, Harris Upham. "It's ripe for some profit taking."

Analysts said thinner volume indicates the market could have drifted lower because of a

lack of buyers rather than any dramatic rise in selling pressure.

Baxter Travenol Laboratories was the most active NYSE-listed stock, easing 1/4 to 13 1/2. Baxter Travenol said it completed its \$3.8-billion merger with American Hospital Supply Corp.

International Harvester followed, declining 1/4 to 7 1/4.

Texas Oil & Gas eased 1/4 to 15 1/4 and Schlumberger was up 1/4 to 36 1/4, both in active trading. Among actively traded blue chips, Sears eased 1/4 to 37 1/4 and General Electric fell 1/4 to 65.

The auto sector turned in mixed results as major automakers reported a 27.2-percent decline in new car sales for mid-November. General Motors added 1/4 to 70 1/4, Ford lost 1/4 to 54 1/4 and Chrysler fell 1/4 to 42 1/4.

BGM backed down 1/4 to 139, Digital Equipment fell 1/4 to 116 1/4.

In semiconductor issues, Texas Instruments fell 1/4 to 10 1/4 and National Semiconductor was off 1/4 to 12 1/4.

National Gypsum rose 1/4 to 46 1/4. The company said a group of its senior executives would propose acquiring National Gypsum in a leveraged buyout.

Campbell Soup Co. declined 1/4 to 49 after climbing 3/4 last week when takeover rumors aroused interest in the stock.

Prices were lower in active trading of American Stock Exchange issues.

Asrotech International led the Amex actives, adding 1/4 to 14. Echo Bay Mines followed, gaining 1/4 to 14 1/4. Ultimate Corp. was third, climbing 1/4 to 18 1/4.

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1942	1943	1944	1945	1946	1947	1948	1949	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100	2101	2102	2103	2104	2105	2106	2107	2108	2109	2110	2111	2112	2113	2114	2115	2116	2117	2118	2119	2120	2121	2122	2123	2124	2125	2126	2127	2128	2129	2130	2131	2132	2133	2134	2135	2136	2137	2138	2139	2140	2141	2142	2143	2144	2145	2146	2147	2148	2149	2150	2151	2152	2153	2154	2155	2156	2157	2158	2159	2160	2161	2162	2163	2164	2165	2166	2167	2168	2169	2170	2171	2172	2173	2174	2175	2176	2177	2178	2179	2180	2181	2182	2183	2184	2185	2186	2187	2188	2189	2190	2191	2192	2193	2194	2195	2196	2197	2198	2199	2200	2201	2202	2203	2204	2205	2206	2207	2208	2209	2210	2211	2212	2213	2214	2215	2216	2217	2218	2219	2220	2221	2222	2223	2224	2225	2226	2227	2228	2229	2230	2231	2232	2233	2234	2235	2236	2237	2238	2239	2240	2241	2242	2243	2244	2245	2246	2247	2248	2249	2250	2251	2252	2253	2254	2255	2256	2257	2258	2259	2260	2261	2262	2263	2264	2265	2266	2267	2268	2269	2270	2271	2272	2273	2274	2275	2276	2277	2278	2279	2280	2281	2282	2283	2284	2285	2286	2287	2288	2289	2290	2291	2292	2293	2294	2295	2296	2297	2298	2299	2300	2301	2302	2303	2304	2305	2306	2307	2308	2309	2310	2311	2312	2313	2314	2315	2316	2317	2318	2319	2320	2321	2322	2323	2324	2325	2326	2327	2328	2329	2330	2331	2332	2333	2334	2335	2336	2337	2338	2339	2340	2341	2342	2343	2344	2345	2346	2347	2348	2349	2350	2351	2352	2353	2354	2355	2356	2357	2358	2359	2360	2361	2362	2363	2364	2365	2366	2367	2368	2369	2370	2371	2372	2373	2374	2375	2376	2377	2378	2379	2380	2381	2382	2383	2384	2385	2386	2387	2388	2389	2390	2391	2392	2393	2394	2395	2396	2397	2398	2399	2400	2401	2402	2403	2404	2405	2406	2407	2408	2409	2410	2411	2412	2413	2414	2415	2416	2417	2418	2419	2420	2421	2422	2423	2424	2425	2426	2427	2428	2429	2430	2431	2432	2433	2434	2435	2436	2437	2438	2439	2440	2441	2442	2443	2444	2445	2446	2447	2448	2449	2450	2451	2452	2453	2454	2455	2456	2457	2458	2459	2460	2461	2462	2463	2464	2465	2466	2467	2468	2469	2470	2471	2472	2473	2474	2475	2476	2477	2478	2479	2480	2481	2482	2483	2484	2485	2486	2487	2488	2489	2490	2491	2492	2493	2494	2495	2496	2497	2498	2499	2500	2501	2502	2503	2504	2505	2506	2507	2508	2509	2510	2511	2512	2513	2514	2515	2516	2517	2518	2519	2520	2521	2522	2523	2524	2525	2526	2527	2528	2529	2530	2531	2532	2533	2534	2535	2536	2537	2538	2539	2540	2541	2542	2543	2544	2545	2546	2547	2548	2549	2550	2551	2552	2553	2554	2555	2556	2557	2558	2559	2560	2561	2562	2563	2564	2565	2566	2567	2568	2569	2570	2571	2572	2573	2574	2575	2576	2577	2578	2579	2580	2581	2582	2583	2584	2585	2586	2587	2588	2589	2590	2591	2592	2593	2594	2595	2596	2597	2598	2599	2600	2601	2602	2603	2604	2605	2606	2607	2608	2609	2610	2611	2612	2613	2614	2615	2616	2617	2618	2619	2620	2621	2622	2623	2624	2625	2626	2627	2628	2629	2630	2631	2632	2633	2634	2635	2636	2637	2638	2639	2640	2641	2642	2643	2644	2645	2646	2647	2648	2649	2650	2651	2652	2653	2654	2655	2656	2657	2658	2659	2660	2661	2662	2663	2664	2665	2666	2667	2668	2669	2670	2671	2672	2673	2674	2675	2676	2677	2678	2679	2680	2681	2682	2683	2684	2685	2686	2687	2688	2689	2690	2691	2692	2693	2694	2695	2696	2697	2698	2699	2700	2701	2702	2703	2704	2705	2706	2707	2708	2709	2710	2711	2712	2713	2714	2715	2716	2717	2718	2719	2720	2721	2722	2723	2724	2725	2726	2727	2728	2729	2730	2731	2732	2733	2734	2735	2736	2737	2738	2739	2740	2741	2742	2743	2744	2745	2746	2747	2748	2749	2750	2751	2752	2753	2754	2755	2756	2757	2758	2759	2760	2761	2762	2763	2764	2765	2766	2767	2768	2769	2770	2771	2772	2773	2774	2775	2776	2777	2778	2779	2780	2781	2782	2783	2784	2785	2786	2787	2788	2789	2790	2791	2792	2793	2794	2795	2796	2797	2798	2799	2800	2801	2802	2803	2804	2805	2806	2807	2808	2809	2810	2811	2812	2813	2814	2815	2816	2817	2818	2819	2820	2821	2822	2823	2824	2825	2826	2827	2828	2829	2830	2831	2832	2833	2834	2835	2836	2837	2838	2839	2840	2841	2842	2843	2844	2845	2846	2847	2848	2849	2850	2851	2852	2853	2854	2855	2856	2857	2858	2859	2860	2861	2862	2863	2864	2865	2866	2867	2868	2869	2870	2871	2872	2873	2874	2875	2876	2877	2878	2879	2880	2881	2882	2883	2884	2885	2886	2887	2888	2889	2890	2891	2892	2893	2894	2895	2896	2897	2898	2899	2900	2901	2902	2903	2904	2905	2906	2907	2908	2909	2910	2911	2912	2913	2914	2915	2916	2917	2918	2919	2920	2921	2922	2923	2924	2925	2926	2927	2928	2929	2930	2931	2932	2933	2934	2935	2936	2937	2938	2939	2940	2941	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BUSINESS ROUNDUP

\$1.3-Billion Offer Made For National Gypsum

Compiled by Our Staff From Dispatches
DALLAS — An investor group led by senior executives of National Gypsum Co. announced a proposal Monday to acquire the company in a leveraged buyout valued at up to \$1.31 billion.

Under the plan, the 22.8 million shares outstanding of the Dallas-based company could be exchanged for a package of \$923.4 million in cash and \$387.6 million in securities.

Baxter Announces 6,000 Layoffs

CHICAGO — Baxter Travenol Laboratories Inc. plans to lay off 6,000 to 6,500 workers, or 10 percent of the combined Baxter and American Hospital Supply Corp. work force, Baxter announced Monday.

The move is part of a plan to consolidate the two companies' operations, Baxter said. It follows a \$3.8-billion merger of the concerns announced in July.

Vernon R. Loucks, Baxter's president, was named president and chairman of the combined companies Friday at a special meeting of Baxter shareholders that approved the merger. Concerning the separation of power between the two companies, Mr. Loucks said: "We're looking at a team management approach that is in essence a 50-50 kind of thing. The merged company is too big for one person to operate," he added.

Arab National Posts 19% Fall in Net

JEDDAH — Arab National Bank reported Monday an 18.6 percent decline in net income in the first three quarters of 1985.

The report comes as banks in Saudi Arabia face growing pressure on earnings as oil revenues and government expenditure decline. Last week, Saudi Arabian bank reported a 22 percent profit decline in the first nine months of this year.

In an unaudited statement, Arab National said net for the nine months ended Sept. 30, 1985, was \$6.8 million (\$44 million), compared with 197.6 million in the same period last year. Net for all of 1984 was 241.6 million.

China, U.S. Firm Are Said to Plan An Oil Refinery

HONG KONG — China's government-run Shenzhen Gulf Petrochemical Industrial Corp. is planning to set up a joint venture with a privately held U.S. company to build an oil refinery in southern China near Hong Kong, an official of the Chinese concern said Monday.

Wu Jingwen, chief engineer of Shenzhen Gulf, said the company has signed an agreement with Security Exchange Diversified Investment Associates to jointly invest \$150 million in the refinery, to be located in the Shenzhen special economic zone.

The plant will have a refining capacity of 1.5 million tons of petroleum products a year, he said.

The joint venture still requires Beijing's approval, but a contract is likely to be signed in March of next year, Mr. Wu said.

He said the plant is part of a plan to develop Shenzhen as a refining and support base for oil operations in the South China Sea.

COMPANY NOTES

Essex Securities said it and Dillon Read & Co. are lead-managing a placement of \$10 million of free shares of Sab-Sandia AB, the Swedish motor and aerospace group, purchased from the Knut and Alice Wallenberg Foundation, to raise \$42 million (\$61.1 million).

Fermenta AB of Sweden is to buy an antibiotics plant owned by Gruppo Lepetit SpA, the Italian pharmaceutical subsidiary of the U.S. Dow Chemical group, within the next two months. The plant, in Rovereto, northeast Italy, is one of the biggest in Europe. Terms were not announced.

GTN Enterprise, a French construction group that is a subsidiary of steel group Vallourec, has won a 350-million-franc (\$44.6-million) contract to supply civil engineering for Singapore's elevated mass transit system.

Hitachi Ltd. of Japan will build a new computer disk storage assembly plant in Norman, Oklahoma, that will employ more than 500 employees by 1991. The plant will be capitalized at \$9 million, but a

Peugeot Pins Its Hopes for Revival on the Newly Launched 309 Sedan

PARIS — Peugeot SA hopes its new 309 sedan can restore the company to profit next year.

The early signs look promising. The privately owned French automaker expects to break even this year after cutting losses sharply in 1984. Good sales of Peugeot's small two-door 205 model contributed to the better results.

The medium-sized 309 was launched last month, and the company says initial sales are encouraging.

The revival in Peugeot's fortunes follows losses over the past four years of about 7 billion francs (\$897.4 million), and comes when its state-owned rival, Renault, is having record monthly losses.

Both companies have suffered from labor disputes over the past two years, mainly over attempts to cut the work force and modernize equipment.

But Peugeot has fared better in terms of sales, winning 34.3 percent of the domestic new car market in the first 10 months of this year, compared with Renault's 29 percent share.

During the first nine months, Peugeot had an 11.3 percent European market share, unchanged from a year earlier and just ahead of Renault, whose share eased 0.1 percent, to 10.7 percent.

The success of Peugeot's 205 model, and continuing healthy sales of its 305 and 505 sedans, contrast with the initially disappointing public reaction to the Renault Supercinque model introduced a year ago.

As the successor to the highly successful Renault 5, a small two-door car especially suited for city driving, market analysts said the Supercinque suffered at first from being too similar to its predecessor.

While sales have improved in recent months, Renault has been grappling since early 1984 with losses running at around one billion francs a month.

With Peugeot's launch of the 309, the immediate battleground between the two French auto giants moves to medium-range models.

"The importance of the 309 is that we have become a little absent from the so-called lower-medium range of the market," Jean Boillot, chairman of the group's profitable Automobiles Peugeot division, said recently. "This car will permit us to play a gap on the European market."

The 309, priced at between \$3,000 and \$4,000 francs, is being marketed as a direct competitor with the Renault 11, Ford Escort, Fiat Ritmo, Opel Kadett and Volkswagen Golf.

Since its launch on Oct. 17, Peugeot has received 25,000 registered orders for the 309 and 40,000 orders are expected by the end of the year, a spokesman said last week.

The car has given a new lease of life to the Poissy works west of Paris and the Ryon plant in the

British Midlands, where the right-hand drive model is being produced.

Much of the 2.5 billion francs Peugeot has invested in developing the 309 has been spent in modernizing Poissy to be able to produce 1,000 a day of the 309 models by

next May. Ryon is scheduled to turn out 200 Peugeot 309s a day.

The introduction last month of the 309 model comes as labor relations in the French car industry remain overshadowed by the depressed state of the new car market. This has led to severe job cuts.

THE TOP FRENCH QUALITY FIRMS

Louis Vuitton: Setting the Pace

Henry Racamier, President



Ever since this legendary luggage maker sturdily strode from the mountains of his native Jura to Paris in 1857, Louis Vuitton has been on the move. Soon after opening his first shop in 1854, Vuitton was devising trunks to carry fresh fruit for the Sultan of Egypt or concealing a comely mullet for the explorer, Savorgnan de Brazza to take to the Congo with the same kind of luxurious attention to quality and imaginative ingenuity that characterizes the company today.

The steadily expanding trunk and leather goods line has evolved into a vast empire of luxury goods, from the Normandy and Orient Express. Today the pace has picked up. Concorde's faster than sound transatlantic jet hops are reflected in Vuitton's new high-tech, space-age Kevlar fabric Challenge line, introduced in 1983, and soon to be marketed worldwide.

Equally swift is the company's current development. In 1977, Vuitton had only two stores and about \$9 million in sales. By the end of this year, barely eight years on, they will have 69 stores around the world and 1984 sales reached \$150 million with profits of 17.7 percent. Exports account for 70 percent of turnover with the Japanese market providing more than a third.

Key to this spectacular growth - about 25 to 30 percent annually - is Vuitton's decision to establish their own network of stores. "We have been the trailblazer in this kind of retailing," says Vuitton president Henry Racamier. "It assures that our products are presented and sold in line with our image and personality all over the world."

A second Parisian shop opened on Nov. 6 on the elegant Avenue Montaigne, next month stores open in Vienna and Venice and in 1986, ones are scheduled for Sydney, Bermuda and Beijing. This expertise will be used to promote the international distribution of the Spanish leather firm, Lozano, with whom they are creating an international subsidiary.

Vuitton's distinctive status-symbol Monogram line, soon to celebrate its 50th birthday, remains an undisputed superstar, but the company is busy researching and producing new designs that Racamier calls "alternatives, not replacements" to their celebrated canvas. Soratos, a technically updated suitcase, came out in September and a new line in vividly colored leathers called Epi has already had an enthusiastic reception.

Technology never eschews craftsmanship at Louis Vuitton and a large proportion of work is still done by hand. For example, Racamier says, "What is cut by our new system of laser is then sewn by hand." Winner of the 1985 French Grand Prix for International Communication, Vuitton has proved as much a pioneer in the art of corporate image-building as that of travel, acclaimed for their art photo advertising by Jean Luvrier. Next year they are sponsoring a series of prestigious events from January's La Traviata at the Paris Opera to the Louis Vuitton Cup for the winner of the America's Cup challenge races in Western Australia. A contemporary travelling exhibition, shown in London at the Victoria and Albert, is now at Milan's Di Stora Contemporanea museum and will be at the Cooper Hewitt in New York next spring.

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Brazil Plans to Shrink State's Role

(Continued from Page 15)

1986, in fact account for only 15 percent of economic production and 29 percent of investment, albeit remaining highly visible: the government owns nine of Brazil's 10 largest companies.

Petrobras was chosen to initiate the program, which the government prefers to describe as "destatization," because it has a good profit record and some of its shares are already traded. In this case, in an effort to attract first-time investors, the shares will first be sold in small lots through 15,000 bank and brokerage offices around the country.

The operation has also enabled the government to assure alarmed nationalists that it will not surrender control of Petrobras or other large corporations active in strategic areas. The shares being put on the market this week represent only 6.6 percent of the preferential stock and, while they can be acquired by foreigners, their holders have no right to vote.

Henri Philippe Reichstul, head of state enterprises in the Planning Ministry, said this same method could also apply to shares in the mining giant, Companhia Vale do Rio Doce, the Telebras telecommunications corporation and Post and Telegraph Co., all of them in healthy financial condition.

He added that, after completion of a World Bank-assisted program to capitalize and reorganize the Eletrobras electricity monopoly and the Siderbrás steel company, their shares should be marketable.

"It's simple," he said. "The government needs cash so it sells off some assets."

One key question is how much private capital can be mobilized for the program. In the recent past, private investors were unable or unwilling to assume the risks involved in major infrastructural projects, prompting the development-oriented military regime to borrow heavily abroad and carry out the projects itself.

But the cost of servicing Brazil's \$104-billion foreign debt is now convulsing capital markets. Put simply, to buy the dollars needed to cover interest payments, the government prints money then floats high-interest treasury bonds and other paper to absorb this excess - and inflationary - liquidity. But this raises the domestic debt and interest bill at the same time as stimulating financial speculation and discouraging investment in stocks.

Thus, while Brazil's denationalization program coincides with similar moves in other Western countries, the government appears to be responding more to domestic circumstances than foreign example: the state has provided an essential industrial infrastructure, but it believes the private sector now offers the best option for growth. Some economists have argued that, at its present level of development, Brazil is ready to pass from state capitalism to private capitalism.

The second stage of the denationalization program will involve the sale of around 100 of a list of

520 state companies. Some were set up as subsidiaries of major corporations but, active in such peripheral areas as insurance and printing, they brought complaints from businessmen about "unfair competition."

"Petrobras is like an octopus," Mario Amato, a leading business spokesman, said. "It's involved in everything when its job is to find and refine oil."

In the past, in order to save jobs, the government also routinely took over bankrupt private companies that it now wants to return to the private sector.

"The state played the role of a hospital fixing the mistakes of the private sector," said Dimas Camargo Maia Filho, head of the government's De-statization Commission. "Some of these companies are now in good shape and others will become viable with new capital and management. But those that cannot be sold will have to be closed."

The government plans to use the stock market, to find buyers for these companies, although in most cases it will first select a controlling group from among interested investors. Closures of loss-making companies, on the other hand, will inevitably bring protests and pressure from congressmen, governors and mayors representing affected workers.

Perhaps the biggest resistance to "destatization," however, can be expected from within the bureaucracy itself. Apart from the 1.2 million people working in state companies, a further one million are employed by the federal government, a government-owned bank, various state-owned offices in "unnecessary" offices. For example, at least 282 different organs are involved in regulating industry and commerce.

Tobacco Firm Seeks Merger

(Continued from Page 15)

advantage of any takeover or merger.

Imperial said late Friday that it had completed the sale of Howard Johnson Co. to Marriott Corp. for about \$300 million. Announcing the sale in September, Imperial conceded that its 1980 acquisition of the U.S. motel and restaurant chain was a major mistake.

Imperial, which had sales of \$2.47 billion last year, owns such brands as John Player cigarettes and Courage beer.

United, which dominates the British cookie, cracker and potato-chip markets and had 1984 sales of £1.74 billion, has diversified into hamburger and pizza restaurants along with frozen foods, spices and other areas. But the company's earnings per share have been stagnant over the past three years, largely because of fierce competition in the U.S. cookie market, where United's Keebler Co. unit is a major force.

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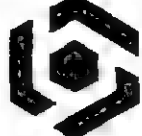
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November, 1985

Monday's AMEX Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press

17 Month	High	Low	Open	Close	Change
ADN	1.10	1.05	1.08	1.07	+
ADM	1.10	1.05	1.08	1.07	+
ADP	1.10	1.05	1.08	1.07	+
ADT	1.10	1.05	1.08	1.07	+
ADU	1.10	1.05	1.08	1.07	+
ADV	1.10	1.05	1.08	1.07	+
ADW	1.10	1.05	1.08	1.07	+
ADX	1.10	1.05	1.08	1.07	+
ADY	1.10	1.05	1.08	1.07	+
ADZ	1.10	1.05	1.08	1.07	+
ADAA	1.10	1.05	1.08	1.07	+
ADAB	1.10	1.05	1.08	1.07	+
ADAC	1.10	1.05	1.08	1.07	+
ADAD	1.10	1.05	1.08	1.07	+
ADAE	1.10	1.05	1.08	1.07	+
ADAF	1.10	1.05	1.08	1.07	+
ADAG	1.10	1.05	1.08	1.07	+
ADAH	1.10	1.05	1.08	1.07	+
ADAI	1.10	1.05	1.08	1.07	+
ADAJ	1.10	1.05	1.08	1.07	+
ADAK	1.10	1.05	1.08	1.07	+
ADAL	1.10	1.05	1.08	1.07	+
ADAM	1.10	1.05	1.08	1.07	+
ADAN	1.10	1.05	1.08	1.07	+
ADAO	1.10	1.05	1.08	1.07	+
ADAP	1.10	1.05	1.08	1.07	+
ADAQ	1.10	1.05	1.08	1.07	+
ADAR	1.10	1.05	1.08	1.07	+
ADAS	1.10	1.05	1.08	1.07	+
ADAT	1.10	1.05	1.08	1.07	+
ADAU	1.10	1.05	1.08	1.07	+
ADAV	1.10	1.05	1.08	1.07	+
ADAW	1.10	1.05	1.08	1.07	+
ADAX	1.10	1.05	1.08	1.07	+
ADAY	1.10	1.05	1.08	1.07	+
ADAZ	1.10	1.05	1.08	1.07	+
ADBA	1.10	1.05	1.08	1.07	+
ADBB	1.10	1.05	1.08	1.07	+
ADBC	1.10	1.05	1.08	1.07	+
ADBD	1.10	1.05	1.08	1.07	+
ADBE	1.10	1.05	1.08	1.07	+
ADBF	1.10	1.05	1.08	1.07	+
ADBG	1.10	1.05	1.08	1.07	+
ADBH	1.10	1.05	1.08	1.07	+
ADBI	1.10	1.05	1.08	1.07	+
ADBJ	1.10	1.05	1.08	1.07	+
ADBK	1.10	1.05	1.08	1.07	+
ADBL	1.10	1.05	1.08	1.07	+
ADBM	1.10	1.05	1.08	1.07	+
ADBN	1.10	1.05	1.08	1.07	+
ADBO	1.10	1.05	1.08	1.07	+
ADBP	1.10	1.05	1.08	1.07	+
ADBQ	1.10	1.05	1.08	1.07	+
ADBR	1.10	1.05	1.08	1.07	+
ADBS	1.10	1.05	1.08	1.07	+
ADBT	1.10	1.05	1.08	1.07	+
ADBU	1.10	1.05	1.08	1.07	+
ADBV	1.10	1.05	1.08	1.07	+
ADBW	1.10	1.05	1.08	1.07	+
ADBX	1.10	1.05	1.08	1.07	+
ADBY	1.10	1.05	1.08	1.07	+
ADBZ	1.10	1.05	1.08	1.07	+
ADCA	1.10	1.05	1.08	1.07	+
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ADCH	1.10	1.05	1.08	1.07	+
ADCI	1.10	1.05	1.08	1.07	+
ADCL	1.10	1.05	1.08	1.07	+
ADCM	1.10	1.05	1.08	1.07	+
ADCN	1.10	1.05	1.08	1.07	+
ADCO	1.10	1.05	1.08	1.07	+
ADCP	1.10	1.05	1.08	1.07	+
ADCQ	1.10	1.05	1.08	1.07	+
ADCR	1.10	1.05	1.08	1.07	+
ADCS	1.10	1.05	1.08	1.07	+
ADCT	1.10	1.05	1.08	1.07	+
ADCU	1.10	1.05	1.08	1.07	+
ADCV	1.10	1.05	1.08	1.07	+
ADCW	1.10	1.05	1.08	1.07	+
ADCX	1.10	1.05	1.08	1.07	+
ADCY	1.10	1.05	1.08	1.07	+
ADCZ	1.10	1.05	1.08	1.07	+
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